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AMERICAN DRUGGIST  
AND  
PHARMACEUTICAL RECORD,

A Semi-monthly Illustrated - -  
Journal of Practical Pharmacy.

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ASSOCIATE EDITOR.

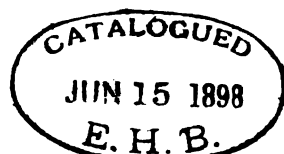
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Volume XXXI. July to December, 1897

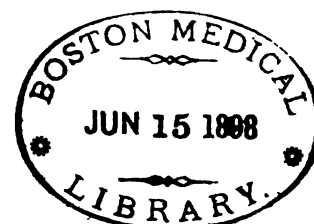
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NEW YORK:  
PUBLISHED BY AMERICAN DRUGGIST PUBLISHING COMPANY, 62 TO 68 WEST BROADWAY.

1897.



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# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded 1871

Vol. XXXI. No. 1.  
Whole No. 378.

NEW YORK AND CHICAGO, JULY 10, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 56 Fifth Avenue.

ROMAINE PIERSON, . . . . . Manager.

#### SUBSCRIPTION PRICE:

Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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## FAILURES IN THE DRUG BUSINESS.

A MOST interesting enumeration of the number of concerns engaged in thirty-seven lines of trade, together with the number of failures in each line for the past three years, has just been published by Bradstreet, and it is of more than passing interest to note the position which the drug trade occupies in the statistics, as compared with other trades. We find that there are 27,262 dealers engaged in the handling of drugs and medicines, "wholesale and retail and manufacturers," this being the fifth calling in point of numbers in the United States, being preceded numerically by 102,786 grocers, 102,642 general stores, 27,625 butchers, and 73,238 restaurants. The idea which is very generally prevalent that the retail drug business is one in which none fail and few lose money is shown to be erroneous by the fact that the percentage of failures in the year 1896 was 1.81 in this line, while the average percentage of failures throughout all the various commercial lines for the year was only 1.40. If one be in the search for a safe business, it would seem that he should go into the handling of coal and wood, for in that line the percentage of failures is only 0.96 for the past year. It is unfortunate, in the interest of historical accuracy, that the failures in the ice business and the plumbing business are not recorded. Is it possible that the witticisms of our newspaper paragraphists are founded on fact and that ice-men and plumbers do not fail?

The highest percentage of failures for the year is among manufacturers and dealers in bicycles, 5.17 per cent of whom failed during the past year. This unusually high rate of failures in this particular line is no doubt due to the reaction from the over-production from which this trade suffered in the early part of '96. In the matter of commercial death rate, the drug trade stands eighteenth on the list of thirty-seven enumerated lines of trade for the year '96, which would tend to prove that while the percentage of failures is

above the average, it is nevertheless a fairly safe business in which to embark.

One very interesting feature of the exhibit is that the proportion of total liabilities of those failing in various lines of business holds a fairly uniform proportion to the total number of persons engaged in that particular line, though there seems to be no tangible reason for this relationship. Altogether the drug trade makes a fairly presentable showing in the commercial field both as regards the number engaged in the business and commercial stability, and there need be no special hesitancy on the part of capital in engaging in this line of business.

## SHALL LIQUORS BE DROPPED FROM THE PHARMACOPOEIA?

IN presenting a motion recommending the dismissal of whisky, brandy and wines from the Pharmacopoeia, at the last meeting of the American Pharmaceutical Association, Prof. Fennel assigned as one of the reasons for desiring their dismissal that the tests laid down in the Pharmacopoeia were totally inconclusive as to the real character and value of liquors. Mr. Ebert vigorously urged the adoption of the resolution, on the grounds of the moral effect which their dismissal would have upon the public opinion of the relation of the druggist to the liquor business. The subject was vigorously debated, and though the motion was lost there was a very considerable sentiment developed in its favor.

The topic was brought up again at the Philadelphia meeting of the American Medical Association by Dr. N. S. Davis, who urged the dismissal of all liquors from the Pharmacopoeia on practically the same grounds as were taken by Prof. Fennel at the Montreal meeting. Dr. Davis pointed out that the U. S. P. tests will not exclude inferior liquors, that if the therapeutic effect depended upon the alcoholic contents, and it apparently does, it would be safer and more accurate to



prescribe alcohol itself, diluting it as required for each specific case. If any curative qualities reside in the compound ethers or other constituents of the liquors than alcohol, then the U. S. P. tests are useless. Practically no nutriment is contained in wine, argued Dr. Davis, and the entire method of prescribing liquors is unscientific and unsatisfactory. Dr. Davis also used Mr. Ebert's argument relative to the moral aspect of the matter.

It would probably be as well to carry out this idea of dismissing all liquors from the Pharmacopoeia, for they find but small use in manufacturing pharmacy. The wines of the Pharmacopoeia have been steadily diminished in number, and those retained have decreased in popularity. The uncertain character of wines is well recognized, and the re-enforcement of the medicated wines of the Pharmacopoeia by the addition of alcohol is a move on the part of the Committee of Revision in the direction proposed by Prof. Fennel and Dr. Davis.

The effect of this step, if it should be taken, will, however, not be very pronounced. Physicians pay so little heed to the Pharmacopoeia that the dismissal or retention of liquors from the Pharmacopoeia will have but little weight in determining the number of prescriptions written for them. It was largely with the hope of interesting physicians in the Pharmacopoeia that the section on materia medica, pharmacy and therapeutics was established in the American Medical Association. The earlier meetings of the section gave but little grounds for hope of its accomplishing its mission, but there was a notable improvement in the attendance on the section at the recent meeting, and it is possible that the desired end may eventually be better served than has heretofore been the case. It is certainly to be hoped that there will be more interest shown by physicians in the Pharmacopoeia than has been shown during the last decade, for the general practitioner has come to depend more upon the semi-proprietary medicine circulars than upon the Pharmacopoeia for his knowledge of materia medica and pharmacy.

### DON'T NEGLECT CUSTOMERS

THE temptation to neglect customers is probably greater in the drug store than it is in any other retail business. It is so easy, especially for the careless clerk, to dally a moment longer in the mysterious depths back of the prescription counter, and it is just this moment of pause that gives a disagreeable sensation to the customer of being neglected. It is true, of course, that in prescription work and in lighter laboratory operations such as are carried out at the prescription counter,

there are critical moments when the pharmacist cannot leave instantly, but these moments are few.

A clerk with energy and tact can keep half a dozen people waiting good naturedly, while one with less tact would have some one disgruntled. The first step is to speak to each customer as he comes in. A cordial "Good morning" or a cheery "In a minute" will suffice to put the customer in a good humor and to prevent him from walking out, probably never to walk in again. Here, as in many other things, promptness is all important. Watch yourself and watch your clerk; do not delay and do not let your clerks delay a moment longer than is absolutely essential in greeting customers as they enter the store. Beware of the seclusion of the prescription counter; it is a temptation and a snare.

Where there are several clerks the proprietor should endeavor to be in front of the counter and personally greet each customer. No time is so well spent as that devoted to this work of becoming personally known to your trade. Do not overdo it and do not encourage any one to stay after his business is transacted, but be in evidence yourself. Your clerks may do other things as well, or nearly as well as you can; the greeting of customers is something which the proprietor can do better than any one else. This is a task you should never delegate to any one else.

### WHO WROTE THE STORY?

A COMMUNICATION in the shape of a circular letter, to which is attached a half-column clipping from a Chicago daily, has been finding its way, of late, into the hands of New York drug men. The letter is not in itself calculated to excite any great degree of interest, but the newspaper "story" contained in the clipping has been considered enough of a curiosity to arrest the attention of the average man engaged in the drug business.

It sets out to give an account of the Santal-Midy frauds in Chicago.

"Santal-Midy," the writer says, "is put up in small capsules and is distilled from Mysore Sandalwood by Midy's process."

If the average newspaper reporter were told that Santal-Midy capsules were made by a man called Santal and out of a coal-tar product known as Midy and were largely used in the treatment of a skin disease called Mysore, the explanation would very likely prove satisfactory and convincing to him. It is at once apparent, therefore, that this newspaper man is not an average specimen of his class. This belief takes firmer hold of one as the "story" proceeds.

"There is no external difference," he says, "between the real article and the

spurious one, except that on the genuine capsules the word Midy is pressed in from the inside, while in the imitation it is pressed into the outside."

Now, how on earth did he ever find all that out? He does not intimate for a moment that any one familiar with the matter told him. A truly well-informed and quite uncommon man this!

"Of course," he proceeds, "the contents of the fake capsules are utterly worthless and have no remedial quality."

It is a pleasure to be set right by so well-informed a gentleman. The "fake" capsules contain a good quality of copaiba, which has hitherto been considered an excellent therapeutic agent for the disease for which Santal-Midy is sold. Our dispensaries will have to be revised in view of this new light given us.

In conclusion he adds: "The fake capsules contain simply a resinous oil, and come from the Fischer Chemical Co., of New York."

Nobody told him this. It was not current rumor which he picked up idly and gave for what it was worth. He states it as a conclusive fact, the result of his own independent investigations.

In the report of this matter in the AMERICAN DRUGGIST of May 10th, occurs the following statement: "Frederick S. Mason (Santal-Midy agent) came to Chicago to push the case."

An awful suspicion obtrudes itself. Did Mason write the "story"? Did he, in his zeal for the interests of his principals, Rigaud and Chapoteaut, do this thing by a hated rival? Did he, knowing that the capsules had been purchased from half a dozen reputable sources, and then with a rubber stamp and a bogus label converted into fraudulent imitations of Santal-Midy? did he, notwithstanding, seek to fasten an imputation upon Fischer because Fischer was projecting Santal Ostind, which might in time become an uncomfortable competitor? Perish the thought! Who, then, is father to this strange child?

The excellent work done in unearthing and stopping the frauds being perpetrated in Chicago has been warmly commended in these columns, and the sympathy and support of the entire drug trade has been extended to the manufacturers who have been active in the good work. It is, therefore, particularly unfortunate that the circulars in question should have been sent out for whoever is primarily responsible for them has introduced a discordant note in an otherwise harmonious concert of action of all branches of the legitimate drug trade.

THE Manhattan Beach meeting of the New York State Pharmaceutical Association, which convenes on Tuesday, July 13th, gives promise of being a most successful affair in social, business and scientific aspects. The druggists of Greater New York are cordially invited to attend the meeting and take part in the entertainments, the interesting programme of which is printed in our news columns. In view of the important legislative matters which are to be discussed and acted upon at this meeting every druggist in the State who possibly can should be present.

## Powdered Drugs and Their Adulterants.

\* \* \*

### MICROSCOPICAL METHODS OF EXAMINATION.

By Albert Schneider, Ph.D.,

Professor of Botany and Pharmacognosy, The Northwestern University School of Pharmacy,  
Chicago, Ill.

### III.—A Study of Ipecac.

THE method adopted in this study of powdered drugs and their adulterants is to compare the histological characteristics of the true drug with the probable adulterants, naming the latter in the order in which they are most likely to occur. Ipecac will be considered first.

#### I. SOME ADULTERANTS OF POWDERED IPECAC.

According to Jaquemet the following are some of the adulterants of powdered ipecac.

##### Almond Meal.

This must certainly be of rare occurrence, because it is quite readily detected. The cells of the almond are hexagonal, with intercellular spaces, very small or wanting, and the cells are wholly devoid of starch. They are filled with oil globules and aleuran grains. Treated with potassium iodide and iodine solution, the aleuran grains turn reddish brown and not blue. The formation of oil globules in the clearing fluid is seen at once under the microscope. This does not occur with ipecac.

##### Liquorice Powder.

This is also a rare adulterant. Its presence can readily be detected by the taste and odor.

##### Woody Fibres.

These are derived from various sources. Owing to the difficulty of pulverizing woody tissue, large mills are necessary, hence it is a fair presumption that these adulterants are added by the larger dealers in powdered drugs. A microscopical examination would reveal an excessive amount of woody fibres as well as other histological peculiarities. Ipecac itself contains woody tissue (tracheids), but much of it is discarded with the refuse from grinding, so that a comparatively small amount only can be detected in the powder.

##### Flour of Cereals and Starches.

Rye and wheat flour are no doubt considerably used as adulterants. Pure starches are, however, more frequently added. In any case the adulteration can be detected by a careful microscopical examination. Most of the common and readily obtainable starches are quite different from the starch of true ipecac. Special attention is to be paid to the size and form of the granules, the position of the hilum, and whether or not the granules are simple.

##### Mineral Substances.

This form of adulterant is no doubt of rare occurrence. The most likely is

the addition of chalk, which may readily be detected by the addition of HCl, which causes effervescence.

##### Tartar-Emetic.

This drug is added to a powder made of some inert substance (starch and starch-bearing vegetable tissues) in sufficient quantities to produce the desired effect when given in doses equal to those of ipecac. More often the adulteration is only partial, that is, tartar-emetic and ipecac are both added to the inert substance.

The presence of tartar-emetic can be detected by any of the tests for antimony. Jaquemet recommends the "liquid test" as follows: To an aqueous solution of the suspected powder add a solution of hydrogen sulphide, which produces an orange-red precipitate; or a solution of sodium thiosulphate, which likewise produces a red coloration.

##### Roots of Plants Related to the Official Ipecac.

These are, without doubt, the principal sources of adulteration. How many more or less closely related species of plants have been utilized for this purpose is not known. We shall here give the histological characters of the powdered roots which are most likely to be used as adulterants.

The following is a comparison of the official ipecac, with its more common adulterants:

##### Rio Ipecac, *Cephaelis Ipecacuanha* (Brot.) A. Rich.

The starch-grains of true ipecac present the most important characters upon which to base a recognition of the powder, and to distinguish it from the powders of other ipecacs and related plants. The majority of the granules are compound, usually consisting of two or four parts with rather indistinct centric hilum. Granules consisting of three or five and more parts are less common. Single granules also occur, which are irregularly discoid. The largest single granules and the largest part of a compound granule never exceed 11 Mm. in diameter. The greater part of the powder consists of starch and large thin-walled, nearly isodiametric parenchyma cells; tracheids from the woody portion also occur. These are quite uniform in diameter, rarely exceeding 20 Mm. The openings in the vessel-like tracheids are nearly circular and of uniform size. Acicular crystals are comparatively few and measure about 36 Mm. in length. Corky tissue is deficient, consisting of brownish rectangular cells. (Fig. 1.)

##### II. Carthagena Ipecac, *Cephaelis Acuminata* Karst.

Starch-grains structurally much as in the preceding. Single granules somewhat more numerous. The most marked difference between Rio ipecac and Carthagena ipecac consists in the size of the starch-grains. In Carthagena ipecac the maximum diameter of a simple granule or a part of a compound granule ranges from 15 Mm. to 16 Mm., a size never obtained in the single granule of Rio ipecac.

Parenchyma cells, much as in Rio ipecac. The acicular crystals are more numerous.

The tracheids resemble those of Rio ipecac, with the exception that the vessel-like tracheids are more rare and the openings are oblong instead of nearly circular. Corky tissue is somewhat more plentiful. (Fig. 2.)

##### III. *Cephaelis Tomentosa*.

Here again the starch-grains are quite characteristic. They are compound, each one consisting of from two to ten parts. Simple granules also occur, but are comparatively rare. The largest simple granules or the largest parts of a compound granule never exceed 6 Mm. or 7 Mm. in diameter.

Parenchyma is very deficient, consisting of elongated, tangentially flattened, very irregular, indistinct cells, most of them containing a reddish brown suberin-like substance, while others are filled with acicular crystals. These crystals are characteristic because of their size; they measure from 50 Mm. to 105 Mm. in length. The great bulk of the root consists of woody tissue, formed of large and small tracheids. The smaller ones measure from 12 Mm. to 22 Mm. in diameter, the larger from 37 Mm. to 45 Mm. The pores of the tracheids are mostly circular or bordered. The openings of the vessel-like tracheids are very irregular in size and form.

Corky tissue is deficient and indistinct. (Fig. 3.)

##### IV. *Gohnese Ipecac*.

The starch-grains are for the most part compound, of which the individual granules are comparatively small, not exceeding 5 Mm. to 6 Mm. in diameter. The grains of each cell are persistently agglutinate. The parenchyma cells are comparatively small, tangentially flattened, measuring 40 Mm. to 45 Mm. in long diameter and 10 Mm. to 15 Mm. in short diameter. A number of the cells are filled with a pale amber resinous or waxy substance.

The woody tissue consists of large and small thick-walled tracheids. The smaller ones measure about 10 Mm. in diameter, the larger ones from 15 Mm. to 22 Mm. The small thick-walled tracheids are very characteristic.

Corky tissue is abundant, and consists of very distinct rectangular or hexagonal cells. No acicular crystals are present. (Fig. 4.)

##### V. *Richardsonia Scabra*.

Starch very deficient or wanting; when present, consisting of very minute simple granules.

Parenchyma very deficient, consisting of elongated tangentially flattened cells, some of them filled with acicular crystals similar to those of *Cephaelis tomentosa*.

Woody tissue consists of large and small tracheids, of which the smaller measure from 10 Mm. to 15 Mm. in diameter; the larger from 40 Mm. to 60

Mm. The openings of the vessel-like tracheids are very variable in size. Corky tissue deficient. (Fig. 5.)

#### VI. *Richardsonia Brasiliensis*.

Starch is plentiful, consisting chiefly of simple granules, which are very regular in outline. Compound granules also occur. The largest simple granules measure 14 Mm. to 16 Mm. in diameter.

Parenchyma cells large and thin-walled. Crystal-bearing cells very numerous, bearing acicular crystals measuring from 45 Mm. to 55 Mm. in length.

The woody tissue consists of large and small tracheids, the smaller ones measuring about 15 Mm., the larger ones ranging from 50 Mm. to 80 Mm. Vessel-like tracheids are rare. (Fig. 6.)

#### VII. *Asclepias Tuberosa*.

Starch-grains closely resemble those of *Carthagenia ipecac*. The large, simple granules are less common, and the lines of demarcation between the parts of the compound grains are much more distinct. The double granules are generally constricted at the point of union. There is an outer layer of typical large yellowish stone-cells.

The parenchyma cells are very much flattened tangentially. Some of them contain a brownish, waxy substance.

Woody tissue consists of tracheids and large reticular ducts. (Fig. 7.)

#### VIII. *Euphorbia Ipecacuanha*—Wild Ipecac, American Ipecac.

Starch-grains simple, regular in outline, the largest measuring about 16 Mm. in diameter.

Parenchyma cells large and tangentially flattened; wax-bearing cells are quite numerous.

Woody tissue consists of large reticulate ducts, measuring from 30 Mm. to 75 Mm. in diameter. Tracheids and acicular crystals are wanting. (Fig. 8.)

#### CONCLUSIONS.

1. Rio ipecac is recognized by its characteristic starch-grains; the isodiametric parenchyma cells and the tracheids, which are of nearly uniform size. The vessel-like tracheids have nearly circular openings.

2. *Carthagenia ipecac* is recognized by its large simple starch-grains. The openings of the vessel-like tracheids are oblong.

3. *Cephaelis tomentosa* is recognized by its highly compound starch-granules; the presence of large and small tracheids and large acicular crystals.

4. Gohnese ipecac is recognized by its small parenchyma-cells; the resin-cells; small tracheids and rather abundant cork of rectangular and hexagonal cells.

5. *Richardsonia scabra* closely resembles *Cephaelis tomentosa*. The pores of the tracheids are elongated; deficient parenchyma; does not contain brown-waxy substances, and the cell-walls are not colored.

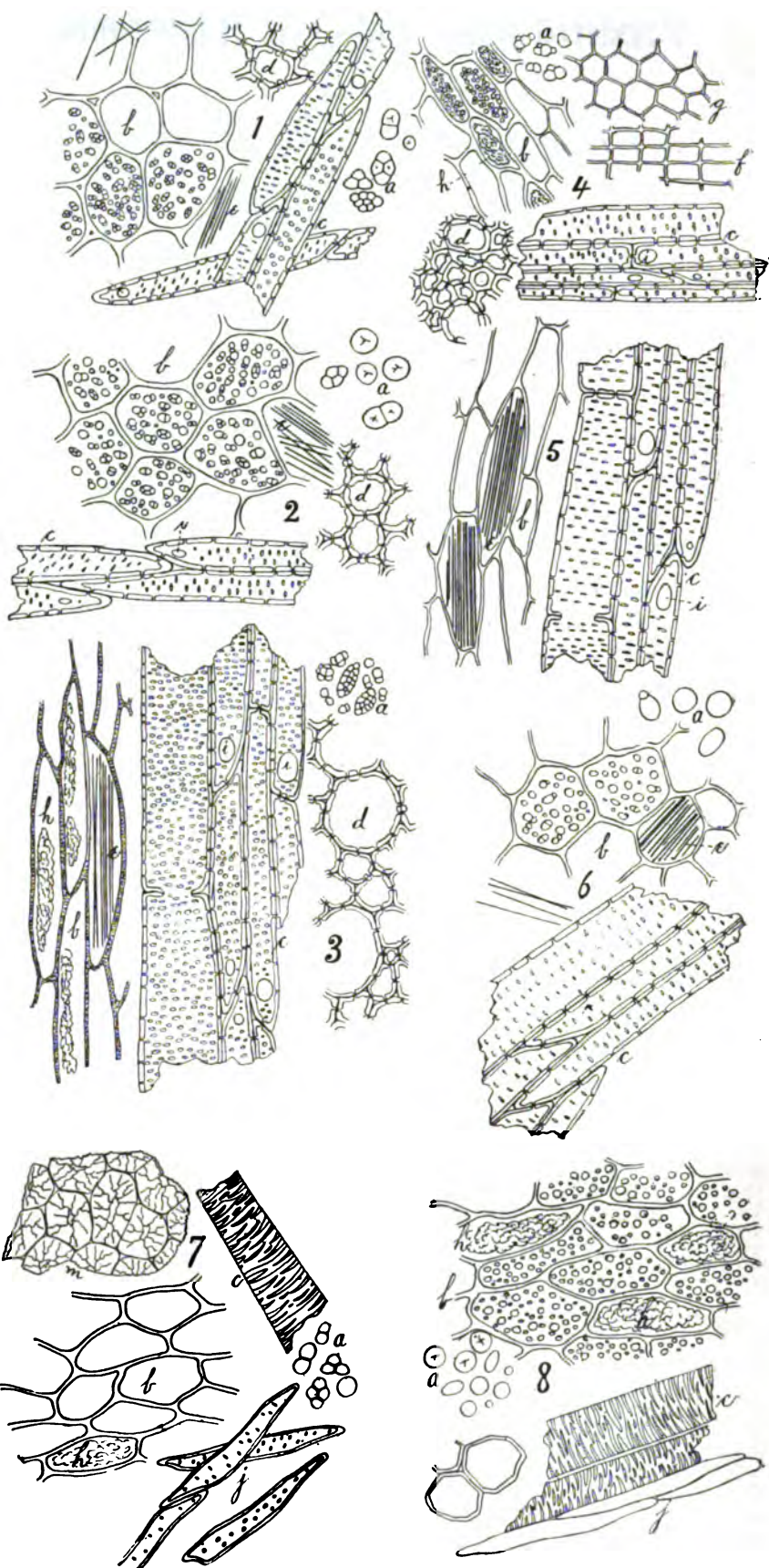
6. *Richardsonia Brasiliensis* is recognized by its large, mostly simple, starch-grains and the large and small tracheids.

7. *Asclepias tuberosa* is recognized by its stone-cells, reticulate ducts and tracheids.

8. *Euphorbia ipecacuanha* is recognized by the simple starch-grains; wax-cells and the absence of tracheids.

#### List of Plants Having Medicinal Virtues Similar to Ipecac.

*Adhatoda vasica*; *Agelaea emetica* H. Bn.; *Anona muricata*; *Apocynum androsaemifolium* L.; *Apocynum cannabinum* L.; *Argemone Mexicana* L.; *Asarum arifolium*; *Asarum Canadense*;



#### DESCRIPTION OF FIGURES.

1. Rio Ipecac.—a, typical starch-grains, more highly magnified; b, parenchyma-cells, some of which are represented as being empty; c, tracheids, longitudinal view; d, tracheids, vertical view; e, acicular crystals; f, openings of the vessel-like tracheids. 2. *Carthagenia Ipecac*.—Descriptions as for 1. 3. *Cephaelis tomentosa*.—h, wax-bearing cells; the walls of the parenchyma-cells are brownish in color; otherwise the descriptions are as for 1. 4. Gohnese Ipecac.—f, g, cork tissue; otherwise the descriptions are as for 1 and 3. 5. *Richardsonia Scabra*. 6. *Richardsonia Brasiliensis*. 7. *Asclepias Tuberosa*.—m, stone cells; n, tracheids. 8. *Euphorbia Ipecacuanha*.—j, thin-walled parenchyma.



Asarum Europaeum L.; Asclepias curassavica; Asclepias syriaca; Asclepias tuberosa L.; Atriplex hartsensis L.; Azadirachta indica.

Bignonia copaja; Boerhaavia diandra; Boerhaavia diffusa L.; Bombax inophyllum L.; Barreria ferruginea D. C.; Bryonia dioica.

Celastrus scandens L.; Colchicum autumnale L.; Clitarea teruata; Crinum toxicarium Roxb.; Cucumis Melo; Cyclamen Europaeum; Cyathochium tomentosum Lam.; Cystisus laburnum L.

Daphne mezereum L.; Daphne laureola L.; Datisca cannabina L.; Dipteroanthus patulus; Drimia ciliaris Jacq.

Euonymus Americanus L.; Euonymus atropurpurea Jacq.; Euonymus Europaeus L.; Euonymus latifolius Scop.; Euonymus obovatus Nutt.; Euonymus verrucosus Scop.; Eutade scandens; Eupatorium cannabinum L.; Eupatorium perfoliatum L.; Euphorbia carallata; Euphorbia Cyparissias L.; Euphorbia Gerardiana Jacq.; Euphorbia Ipecacuanha L.; Euphorbia Lathyrus; Euphorbia pithyusa; Euphorbia sylvatica L.; Euphorbia Tirucali.

Gendarussa vulgaris; Gillenia stipulacea Spreng.; Gillenia trifoliata Monch; Gratiola officinalis L.; Guarea pungens A. Juss.; Gynocardia odorata L. Br.

Hippocratede abcordata Laubk.; Hura crepitans.

Ilex aquifolium L.; Ilex Paraguayensis Laubk. Ilex vomitaria Ait; Ionidium atropurpureum; Ionidium Ipecacuanha Vent; Ionidium Itouba Went; Ionidium Marcuttii; Ionidium parviflorum Went; Ionidium Poaya St. H.; Iris versicolor L.

Juglans nigra, L.; Juglans regia L.; Lobelia inflata L.; Lycopodium saururus.

Munettia cordifolia Marti.; Mimosa pudica; Myristica sopida Wall.

Narcissus odoratus L.; Narcissus poeticus L.; Narcissus Pseudo-Narcissus L.; Narcissus Tazetta L.; Nicotiana tabacum.

Papaver somniferum L.; Passiflora quadrangularis L.; Pedilanthus anacampseroides; Pedilanthus tithymaloides Pait; Periploca emetica De K.; Podophyllum peltatum L.; Polygala amara L.; Polygala arvensis W.; Polygala caracasana H. B. K.; Polygala crotalariaides Bush; Polygala formosa H. B. K.; Polygala glandulosa H. B. K.; Polygala monticola H. B. K.; Polygala paniculata L.; Polygala Poaya Mart.; Polygala purpurea Nutt.; Polygala sanguinea L.; Polygala scoparia H. B. K.; Polygala Senega L.; Polygala veronica Muill.; Polygala vulgaris L.; Polygonatum vulgare; Polygonum (many species); Prinos verticillatus L.; Psoralea glandulosa L.

Randia dumetorum; Rubus villosus Ait; Ruelia tuberosa.

Sanguinaria Canadensis L.; Sanguisorba (many species); Scilla maritima L.; Sedum acre; Senecio vulgaris L.; Silene viscosa; Strychnos potatorum.

Trichilia emetica Vahl; Trientalis Europaea L.; Trillium pendulum Willd.; Triosteum perfoliatum L.; Tylophora asthmatica W. et A.

Vandella diffusa L.; Veratrum album L.; Veratrum nigrum L.; Veratrum officinale Schl.; Veratrum viride L.; Viola tricolor. Wickstroemia Farsteri.

### Assay of Spirit of Nitrous Ether.—

The following method (*Sudd. Apoth. Zeit.*) has the advantage of simplicity as to apparatus and is said to give satisfactory results: Mix 10 Gm. of spirit of nitrous ether with 20 Gm. of 5 per cent potassium chlorate solution and 5 Gm. of nitric acid of 1.153 specific gravity; allow to stand for an hour in a closed flask. Then add 25 Cc. of one-tenth normal silver nitrate solution and 3 drops of saturated solution of iron acetate; and finally titrate back the excess of silver nitrate with one-tenth normal ammonium cyanide solution. By multiplying the number of Cc. of silver solution required by the factor 0.0225 the percentage strength of the spirit in ethyl nitrite is obtained.

### Preservation of Digitalis.—

Dr. Strahler states (*Pharm. Post*, 30, p. 50) that the difference in the activity of various infusions of digitalis leaves is due to the carelessness of wholesale druggists in supplying a drug of uncertain age, the drug frequently improperly containing the stalks and frequently even not being obtained from the blossoming plants growing wild. The greatest care, too, must be exercised in the drying, preservation, and shipping of the leaves, to avoid, as far as possible, exposure to light, air, and moisture. Usually the drug is kept in sacks and wooden chests, but tin boxes should be used instead; and pharmacists would do well to procure their supplies from firms that are known to take the proper care in the preservation, not of digitalis leaves alone, but of all other sensitive herbs.

### Canada and Copaiba Balsams.—

Dietze has examined a number of samples of Canada balsams and balsam of copaiba, and taken their acid, ester and saponification number. The following figures were obtained:

CANADA BALSAM.			
Acid No.....	8.49	8.59	8.14
Ester No.....	.45	.98	.90
Saponification No.....	8.94	9.57	9.04
(Percentage of KOH)			

Samples of balsam of copaiba from different sources were examined with the following results:

	Sp. gr.	Acid No.	Ester No.	Saponification No.
1. Maturin ....	.9832	7.82	.43	8.25
2. Maracaibo ..	.9825	7.91	.90	8.71
3. " ..	.9884	9.83	1.18	11.01
4. " ..	.9966	9.49	1.57	11.06
5. " ..	.9888	6.01	3.24	9.25
6. " ..	.980	7.56	1.01	8.57
7. Angostura ..	1.0020	9.91	.54	10.45
8. Bahia .....	.9839	9.02	.92	9.94

No. 5 was in all probability adulterated. —*Sudd. Apoth. Zeit.*, through B. & C. Druggist.

**Kyrofin, a New Antipyretic.**—A new antipyretic has been introduced under the name of Kyrofin, and which, chemically, is methylglycolic-acid phenetidin. It is a condensation product prepared by heating parphenetidin and methylglycolic-acid at a temperature of 120 to 130° C.

It crystallizes from water in the form of white, odorless crystals, melting between 98 and 99° C. It is soluble in 52 parts of boiling water, and in 600 of cold water. In concentrated solution its taste is bitter and biting. As a febrifuge, it is always administered in powder form, in cachets. The dose which gives best results is 0.5 Gm., being equivalent in effect to 1 Gm. of phenacetin, thrice daily. Kyrofin has been used in numerous cases, and results prove it to be a very trustworthy febrifuge. Dr. Hermann Eichhorst (*Deut. Med. Wochenschr.*, 23, p. 257) has also



**Test for Vanillin.**—To the solution add a few drops of a 1-per-cent solution of ferrous sulphate, then bromine-water, drop by drop. Vanillin gives a bluish-green color, turning yellow after a time.

**Estimation of Lactic Acid.**—F. Ulzer and H. Seidel consider (*Chem. Zeit.*, 204, 1897) the method of Palm, estimation by lead acetate, as worthless, but commend the Benedikt-Zsigmondy method, which is analogous to the method of determining glycerin, depending, as it does, upon the oxidation of the lactic acid in alkaline solution by means of potassium permanganate to oxalic acid.

### The Action of Light and Oxygen on Amyl Alcohol.

A. Jorissen publishes the results of an interesting investigation made by him (*Jour. De Pharm.*, 1897, 59) upon the action of light and oxygen upon amyl alcohol. It has long been known that ether, when exposed to the simultaneous action of light and oxygen, soon shows the re-action for hydrogen peroxide with potassium dichromate and sulphuric acid. In consequence of this reaction the Swiss Pharmacopoeia directs that ether be protected from the action of light, but the same re-action is shown, however, with other liquids, as, for instance, with an aqueous solution of oxalic acid. With amyl alcohol the production of hydrogen peroxide appears to be accompanied by the production of valerianic acid, but singularly enough, no carbon dioxide is evolved.

### Preparation of Powdered Camphor.—

Schmidt recommends the following process (*Rundschau*, 1897, p. 259): Dissolve the camphor in petroleum ether or benzene; allow the solution to stand decant or filter if necessary; distill off the solvent until the camphor begins to separate from the hot solution, then cool, agitating constantly. The result is the precipitation of a fine powder, which, when dried by exposure to the atmosphere, does not become gummy.

**Benzyl-Morphine.**—Merck, of Darmstadt, has patented (D. R. P., No. 91,813) the following method of preparing benzyl-morphine. Benzyl halogens are allowed to act upon morphine preferably in the presence of alkalis, and of a diluent as alcohol. The benzyl-morphine formed is converted into the difficultly soluble hydrochlorate by the action of hydrochloric acid and is separated out in this form. Benzyl-morphine is readily soluble in alcohol, ether, benzol, etc., and crystallizes in large shining prisms or plates and has the constitution C<sub>17</sub> H<sub>19</sub> NO<sub>2</sub> O CH<sub>2</sub> C<sub>6</sub> H<sub>5</sub>. It does not yield the characteristic blue coloration in neutral solution of morphine. Benzyl-morphine has a marked advantage over the alkyl-ethers of morphine which have been heretofore known, and in a special over methyl-morphine (codeine). The narcotic action is said to be very much stronger than those of codeine, and the disagreeable effects noted from the use of morphine are not produced by this derivative.

found it to be beneficially active in the fever of phthisis, in streptococcus diphtheria, in tubercular meningitis, and in ulcerous endocarditis. No untoward by-effects have ever been observed. In isolated cases a considerable perspiration was noticeable during the decline of the fever, and at times cyanosis was observed. Kyrofin was also found to be an excellent antineuralgic.

**California Manna.**—Prof. J. U. Lloyd, of Cincinnati, contributed a paper to the last session of the German Pharmaceutical Society, which was presented through Prof. Ed. Schar, of Strassburg, upon "California Manna." The paper is a very exhaustive one, and furnished a reply to the question propounded some time since by Prof. Fluckiger: "What was the substance termed 'Manna' by Father Picolo, of California, and referred to by Proust?" Picolo reported in the beginning of the year 1800 that "in the months of April, May and June a kind of manna fell with the dew which spread over the leaves, covering them with a coating-like frost, and which could be separated from them. It is somewhat darker than sugar, but possesses all of its sweetness. In his paper Prof. Lloyd concludes that in the literature of the West sugar and two kinds of manna are described. (1) Sugar from the Sugar-Cane (*Saccharum officinarum*) was introduced into lower California not less than a hundred years ago, and is in no wise related to manna. (2) The Manna of Father Picolo. Among the plants which might possibly yield manna are sedge grasses, not shrubs, as indicated by Proust; of these the *Phragmites Communis* is without doubt the source of the manna referred to by Picolo. This manna is now, or was until recently, still gathered by the Indians. Pine manna is collected from the *Pinus Lambertiana* of Oregon and is sweet and has a purgative action. There is no reason, however, to suppose that Picolo had any knowledge of this pine manna.

#### A Conclusive Test for Human Semen.

—The importance of being able to positively identify human semen is well recognized in criminology, and by confirming the test proposed by Florence, of Lyons, with that derived by Dr. Whitney, of Massachusetts, it seems that we have at last a means for positively identifying semen stains, even when they are as much as two and a half years old. Florence's reagent consists of a solution of 1.65 Gm. potassium iodide and 2.54 Gm. iodine dissolved in 30 Cc. of distilled water. When a drop of the liquid obtained by moistening a seminal stain is placed side by side with a drop of this solution on a slide large numbers of peculiar brownish red, pointed crystals appear. They are rhomboidal and closely resemble haemin crystals. Dr. Wyatt Johnson states that he readily obtained the reaction with stains a year old. He also confirms Florence's statement that other secretions of the body, such as blood, urine, sweat, saliva, tears, bile, milk, pus, nasal or vaginal mucus, will not give the reaction. With the semen of animals in some cases he obtained a doubtful reaction. Dr. W. F. Whitney also obtained the reaction readily. But as alkaloids give a precipitate with the reagent, its value, like the guaiacum test for blood, is chiefly negative. The last writer has found the following method of examining a seminal stain, even as old as two and a half years, successfully. A

drop of fluid obtained from the moistened stain is evaporated and fixed by a flame. The film is stained with eosin and methyl green and mounted. At the base of the head of the spermatozoa is a hemispherical portion which stains a deep green, while the anterior part and tail stain red. This serves at once to identify them, as there is no other oval spore or cell which has an eccentric hemispherical nucleus. He furthermore claims that the test proves them to be human, as in no other animal is there a deep staining. When this test is combined with Florence's there ought to be no difficulty in coming to a conclusion.

#### Corrosive Sublimate in Calomel.\*

BY LYMAN F. KEBLER.

The 1890 U. S. P., among other requirements, describes calomel as "A white, impalpable powder, showing only small, isolated crystals under a magnifying power of 100 diameters. Insoluble in water, alcohol or ether. In contact with calcium hydrate T. S., the salt is blackened. If 1 Gm. of the salt be shaken with 10 Cc. of water or alcohol, the respective filtrates should not be affected by hydrogen sulphide T. S. or silver nitrate T. S. (absence of mercuric chloride)."

Several years ago the writer received a sample of calomel that gave a prominent yellow coloration when treated with lime-water. Yellow wash instead of black wash, if you please. The question immediately arose—is it possible that any manufacturer will put such a valuable medicinal agent as calomel on the market containing such an apparent quantity of corrosive sublimate? Further examination showed that the calomel contained an appreciable quantity of this poisonous agent. Other makes were secured, and all developed a greater or less yellowish coloration when treated with lime-water. The various available products were then critically examined according to the U. S. P. requirements, with the following results: The color varied from a white to a decided cream. Isolated broken crystals were present in all material examined. Minute traces of mercuric chloride were indicated in every instance.

Since examining the above samples the writer has watched the quality of this article with much interest; but thus far all efforts have failed to find a calomel absolutely free from corrosive sublimate when the U. S. P. tests were rigidly applied. In two cases, however, both the silver nitrate and the hydrogen sulphide failed to give absolute evidence of the mercuric chloride, but a transitional yellow was developed with even these when treated with lime-water. One of these was a beautiful crystalline (plates) product of Japanese origin, the other an old sample found in the laboratory.

Several questions arise in this connection. First, the yellowish coloration, and second, the relative solubilities of mercurous chloride, silver chloride and mercurous sulphide.

It is well known that the color of the various compounds of mercury is readily modified. In precipitating mercuric mercury with hydrogen sulphide, the resulting product frequently varies in color from white to black. The writer on sev-

eral occasions has repeatedly washed calomel with water, to remove the soluble mercury compounds, but in every instance a yellowish coloration was developed at the point of contact, when the washed calomel was treated with lime-water. This would suggest the conclusion that calomel develops a transitional yellowish coloration at the point of contact when treated with lime-water.

The second question, viz.: the relative solubility of the above-named compounds, is an interesting one. We are informed by the Pharmacopoeia, and other standard works, that calomel is *insoluble*. Silver chloride and mercurous sulphide are generally considered insoluble. According to A. M. Comey's "Dictionary of Chemical Solubilities" calomel and silver chloride are *nearly or almost* insoluble in water, while mercurous sulphide is *insoluble*.

F. Kohlrausch<sup>1</sup> and F. Rose, calculating from the electrical conductivity of calomel in water, at 18° C., have found 1 litre of water dissolves 3.1 Mg. of mercurous chloride. The same authorities,<sup>2</sup> by the electrolytic method, have found that 1 litre of water, at 18° C., dissolves 1.52 Mg. of silver chloride. The difference of the relative solubilities of silver chloride and mercurous chloride is 1.58 Mg. per litre. According to these experiments, there would be formed a certain amount of silver chloride, when a saturated aqueous solution of calomel is treated with silver nitrate. When we remembered that one part of silver can be detected in 800,000 parts of water, it can readily be seen why calomel is so often reported as containing corrosive sublimate.

Then again, if mercurous chloride is soluble at all in water, and mercurous sulphide is insoluble in the same menstruum, it naturally follows that hydrogen sulphide will produce a reaction with a saturated aqueous solution of calomel.

According to the writer's observations, calomel is nearly as soluble in alcohol as in water, but is insoluble in ether; at least, an alcoholic solution of calomel frequently gives a reaction with hydrogen sulphide, while an ethereal solution will not leave a residue when evaporated in a pure atmosphere.

While it is impossible to countenance any laxness in a matter of this kind, still the writer is of the opinion that the official requirements are slightly too rigid. As the matter now stands, the analyst must practically take it upon himself, if he reports favorably on any material submitted, or he must reject every sample submitted to him. Calomel does occasionally contain corrosive sublimate, and it is necessary to keep a strict surveillance over this product. But according to the most rigid tests, with the above noted exception, all calomel examined by the writer during the past few years has not contained over  $\frac{1}{10000}$  of 1 per cent of corrosive sublimate.

#### FREEZING MIXTURE.

Ammonium nitrate ..... equal parts  
Washing soda .....

Crush the soda to coarse powder immediately before required for use; then mix with the ammonium nitrate without adding any water. This will give a temperature of 18° C. A flannel wrapped round the containing vessel will "keep the cold in."

\*Read at the recent meeting of the Pennsylvania Pharmaceutical Association.

<sup>1</sup> 1893, *Ztschr. phys. Chem.* 12, 241.  
<sup>2</sup> 1893, *Ibid.*, 12, 242.

# ANTIDOTES FOR POISONS.

## What to Do in Emergencies.

The accompanying chart of Poisons and their antidotes is printed at the request of a number of readers who desired to have in a convenient form the latest knowledge concerning the antidoting of poisons. The AMERICAN DRUGGIST'S chart, as printed below, presents in compact, but comprehensive form, all the necessary information for the rendering of first aid in poisoning cases. Having been compiled for pharmacists, only the essentials of treatment are indicated, and the chart is thus made easy of reference in emergencies. Copies of the chart, printed on cardboard, may be obtained by both old and new subscribers to the AMERICAN DRUGGIST who remit a year's subscription in advance and make request. The price to non-subscribers will be 25 cents.

### Preliminary Advice.

The first duty of the layman is to send for a physician. While awaiting his arrival provoke vomiting in the patient by administering an emetic: Apomorphine, 1-10 grain, hypodermically, or mustard, one or two teaspoonfuls in half a glass of water; or common table salt, half an ounce to an

ounce in five ounces of water. Washing out the stomach with a siphon tube and funnel is to be recommended in cases of Paris green or arsenic poisoning, but should never be attempted where acids or caustic alkalies have been taken. The principal poisons, with their antidotal treatment, follow:

POISONS.	ANTIDOTES.	POISONS.	ANTIDOTES.
I. ACIDS. (1) Sulphuric, hydrochloric, nitric.  (2) Oxalic, tartaric, acetic.	1. Sodium or potassium bicarbonate, magnesia or chalk in water, soap, milk, eggs, olive or almond oil, mucilage. 2. Water, except in sulphuric. 1. Give freely of chalk mixture or syrup of lime; whitewash or lime off ceiling or wall, in water. <i>Avoid alkalies.</i>	X. DIGITALIS. Foxglove.	1. Apomorphine. 2. Tannin. 3. Aconitine. 4. Stimulants. Keep patient on back.
II. ACONITE. Aconitine.	1. Strong emetic, zinc sulphate. 2. Brandy or whisky, strychnine. 3. Atropine. If no better, digitalin. 4. Amyl nitrite, to be inhaled freely.	XI. FUNGI. Poisonous mushrooms.	1. Zinc sulphate. 2. Atropine. 3. Stimulants and castor oil.
III. ALKALIES. Caustic potash, lime or ammonia.	1. Vinegar, lemon juice, other dilute acids, milk and oil. 2. Warm water or demulcents freely. Opium and stimulants.	XII. IODINE.	1. Starch paste, thin. 2. Sodium hyposulphite, 80 grains in water.
IV. ANTIMONY. Tartar emetic.	1. Wash out stomach, or emetic of mustard. 2. Tannic acid, used freely. Strong green tea. 3. Stimulants, if collapse. 4. Morphine after acute symptoms. 5. Demulcents, milk, white of eggs.	XIII. LEAD SALTS.	1. Magnesia sulph. 2. Glauber's salt. 3. Dilute sulphuric acid and water. 4. Emetics, purgatives, milk.
V. ARSENIC. Fowler's solution.	1. Empty stomach, wash with stomach tube. Ferric hydrate with magnesia (arsenic antidote of U. S. P.), magnesia, oils, stimulants.	XIV. MERCURY. Corrosive sublimate.	1. White of egg, wheat flour and water freely; then wash out stomach. Morphine if needed.
VI. BELLADONNA. Atropine.	1. Apomorphine. 2. Pilocarpin. 3. Strychnine. Stimulants. Artificial respiration. Rouse patient.	XV. NICOTINE. Tobacco.	1. Tannin. 2. Vinegar in water.
VII. CANTHARIDES.	1. Apomorphine. Demulcents. Avoid fats and oils. 2. Morphine.	XVI. NUX VOMICA. Strychnine.	1. Apomorphine. 2. Tannin. 3. Chloral and potass, bromide in usual doses in hot water. 4. Amyl nitrite inhalations.
VIII. CARBOLIC ACID.	1. Zinc sulphate. Sodium sulphate, syrup of lime, Epsom salts, eggs and milk.	XVII. OPIUM. Morphine.	1. Apomorphine, atropine. 2. Ammonia, strong infusion of coffee, caffeine. <i>Keep awake.</i> 3. Amyl nitrite inhalations. Artificial respiration. Galvanism.
IX. CHLORAL.	1. Zinc sulphate. Cathartics. 2. Strychnine; rouse patient. 3. Amyl, nitrite inhalations. 4. Caffein; keep patient warm.	XVIII. PHOSPHORUS.	1. Zinc sulphate. 2. French or old oil of turpentine; half teaspoonful by mouth every half hour. 3. Morphine. Avoid fats and oils.
		XIX. PHYSOSTIGMINE. Calabar bean. Eserine.	1. Apomorphine. } Hypodermically. 2. Atropine. } 3. Strychnine } 4. Artificial respiration. Stimulants.
		XX. PRUSSIC ACID. Potass cyanide.	1. Atropine, small dose, Stimulants, aromatic spirit of ammonia. 2. Artificial respiration, alternate cold and warm affusions to spine. Ether subcutaneously.
		XXI. SANTONIN. Worm lozenges.	1. Promote vomiting. 2. Hoffman's anodyne, for cramps, or chloroform. 3. Castor oil. 4. Chloral hydrate.

## The New Pharmacist and the Old Drug Store.

Dr. Oscar Oldberg, a warm advocate (whatever he does he does warmly) of teaching before experience, gives his views of the new pharmacist and the old drug store in a recent issue of the "Apothecary" as follows:

The drug business of our day is not pharmacy. Pharmacy is something very much higher up in the scale. What passed for pharmacy years ago will no longer suffice. The pharmacist of the future must be an educated, scientific, technical expert—nothing less. Men unable to do chemical and microscopical work will no longer be recognized as competent pharmacists.

### The New Pharmacist Will Be a New Species.

as much unlike the average corner-stone druggist as the printing-press of to-day is unlike that of the sixteenth century. The new pharmacist will not make or sell any secret nostrums; he will not sell cigars, soda water, soaps, perfumery, stationery, rubber goods, paints, glass, candies, chewing-gum and other merchandise having no relation to pharmacy. He will not be a salesman in any sense or degree. The "cut rates" problem, which seems to be the plague of the retail druggist of the day, will no more affect the occupation and prosperity of the new pharmacist than the climate of Kamtschatka. The new pharmacist will gladly and cheerfully recognize the fact that

### The Sole Mission of Pharmacy

is to wait upon medicine. He will know and be able to demonstrate that the physician cannot be his own pharmacist without serious detriment to all concerned. He will know that the educated physician alone is competent to prescribe, and that the pharmacist's duty does not and should not clash with that of the physician. Jealousy or rivalry between them is ridiculous. They are as distinct from each other and as little subject to comparison as the odor of the rose and the color of the butterfly in its bosom. It is in no sense or degree derogatory to the pharmacist to admit that he is not the equal of the physician. The physician is not the equal of the pharmacist. But the pharmacist certainly is and must be an expert aid to the physician, while the latter is in no sense an aid to the pharmacist. The pharmacist is in his right place when he devotes his knowledge and skill to the task of assisting the physician in every legitimate and useful way. The new pharmacist will enlarge his sphere of useful technical work and bring it to a higher degree of development. Any pharmacist who cannot work on the principle that pharmacy is the handmaid of medicine is like a tree with its crown in the soil and its roots in the air.

### Will Test Everything He Uses.

The new pharmacist will possess the knowledge and training necessary to the unerring identification and intelligent selection of the medicinal substances employed by the physician. He will be able to determine for himself the purity and strength of all substances, the character of which admits of such determination. He will, in fact, test all the chemicals he uses, and will not put forth the absurd claim that the faithful performance of that duty is impracticable. He will

faithfully and intelligently protect all his medical supplies from deterioration, and will religiously perform his plain duty to immediately reject any and every substance found to have become so altered or injured as to be no longer in accordance with the recognized requirements as to quality and effectiveness. He will renew his supplies of plant drugs every year, at the right season, throwing away what is left over of last season's stock, so far as to insure reliable remedies. He will employ sensitive and accurate balances and graduated measures, and will use them with skill. All his work will be governed by scientific principles.

The new pharmacist will further do all of the laboratory work which the physician will require of him in medical and sanitary chemistry, bacteriology, etc. He will, moreover, be the public chemist of his community.

### The Average Drug Store of To-day

is a kind of department store or bazaar on a prominent corner. Most of its business is purely mercantile. The rent is high. The profits on its sales of merchandise are so small that a very large volume of trade is necessary to make the business pay. This in turn necessitates the investment of a large capital and the employment of salesmen. The soda fountain, cigar case and candy case make the average drug store anything but a suitable place for such work as the careful, safe and accurate dispensing of prescriptions.

The new pharmacist will not locate himself in a noisy, expensive corner store to catch the transient customer. He will not have any miscellaneous merchandise to sell. He will instead establish himself in a quiet place sufficiently accessible to those who require his services. His capital will be \$1,000 instead of \$10,000, and yet he will certainly be more prosperous and successful than the druggist who carries on the retail drug business as now conducted.

### Will Be a Professional Man.

The new pharmacist will be able to command respect and recognition as a professional man. The difference between the new pharmacy and the old will be so great as to immediately attract the attention of thinking people, and there are enough thinking people in the world to give the new pharmacist abundant occupation.

The new pharmacy laws will in time be amended so as to make proper education for pharmaceutical work the most important qualification for registration, and the numerous druggists of the country will be divided into two distinct classes—those who have the requisite scientific training to be permitted to do all scientific, technical pharmaceutical work, and those who lack that training and, therefore, will not be permitted to dispense physicians' prescriptions or to dispense any potent medicinal substance.

### New Pharmacists Needed Now.

The necessity of this new style of pharmacy is a present necessity, and the pharmaceutical chemist will be the coming new pharmacist, by whatever name he may be called, for any graduate in pharmacy who has had proper and sufficient training in applied pharmaceutical chemistry and related laboratory work is just what we mean by the designation "pharmaceutical chemist," and no one else is one, even if he may be called so.

## The Liquefaction of Fluorine.<sup>1</sup>

By H. MOISSAN AND J. DEWAR.

The physical properties of a large number of mineral and organic compounds of fluorine indicated, theoretically, that the liquefaction of fluorine could only be accomplished at a very low temperature. While the chlorides of boron and silicon are liquid at ordinary temperatures, the fluorides are gaseous, and very far from their points of liquefaction. This is also true with the organic compounds; chloride of ethyl boils at +12° C., and the fluoride of ethyl at 32°.<sup>2</sup> Chloride of propyl boils at +45°, and the fluoride of propyl at -2°.<sup>3</sup>

Similar observations have been made by Paterno and Oliveri,<sup>4</sup> and by Vallach and Heusler.<sup>5</sup>

Gladstone's experiments on atomic refraction<sup>6</sup> can well be compared with these facts.

In fact, fluorine by certain of its properties resembles oxygen, though at the same time it is distinctly at the head of the chlorine group.

The conclusion to be drawn from these observations appears to be that fluorine can only be liquefied with great difficulty. One of us showed that at a temperature of -95°, at the ordinary pressure, there is no change at all.<sup>7</sup>

In the new experiments which we now publish, fluorine was prepared by the electrolysis of fluoride of potassium in solution in anhydrous hydrofluoric acid. The fluorine gas was freed from vapors of hydrofluoric acid by being passed through a serpentine of platinum, cooled by a mixture of solid carbonic acid and alcohol. Two platinum tubes filled with perfectly dry fluoride of sodium completed the purification.

The apparatus used for liquefying this gas consisted of a small cylinder of thin glass, to the upper part of which was fused a platinum tube. This latter contained in its axis another smaller tube, likewise of platinum. The gas to be liquefied enters by the annular space, passes through the glass envelope and escapes through the smaller inner tube. This apparatus was fused to the tube by which the fluorine was supplied.

In these experiments we used liquid oxygen as the refrigerant. It was prepared according to the method already described by one of us, and this research, we may remark, required several litres.<sup>8</sup>

The apparatus being cooled down to the temperature of quietly boiling liquid oxygen (183°), the current of fluorine gas passed through the glass envelope without becoming liquid. But at this low temperature it has lost its chemical activity, and no longer attacks the glass.

If we now make a vacuum over the

<sup>1</sup>"Comptes Rendus" and "Chemical News."

<sup>2</sup>H. Moissan, "Propriétés et Préparation du Fluorure d'éthyle," "Ann. de Chim. et de Phys.," Series 6, Vol. XIX., p. 266.

<sup>3</sup>Meslans, "Comptes Rendus," vol. CVIII., p. 362.

<sup>4</sup>Paterno and Oliveri, "Sur les trois Acides Fluobenzoiques Isomères, et sur les Acides Fluotoluidique et Fluonanisque," "Gazzetta Chimica Italiana," Vol. XII., p. 86, and Vol. XIII., p. 583.

<sup>5</sup>Vallach and Heusler, "Annales de Liebig," Vol. CCXLIII., p. 219.

<sup>6</sup>J. H. Gladstone and G. Gladstone, "Refraction and Dispersion of Fluobenzene and Allied Compounds," "Phil. Mag.," Series 5, Vol. XXXI., p. 1.

<sup>7</sup>H. Moissan, "Nouvelles Recherches sur le Fluor," "Ann. de Chim. et de Phys.," Series 6, Vol. XXIV., p. 224.

<sup>8</sup>J. Dewar, "New Researches on Liquid Air," Royal Institution of Great Britain, 1896, and "Proc. Roy. Inst.," 1893.

oxygen, we see, as soon as rapid ebullition takes place, a liquid collecting in the glass envelope, while gas no longer escapes from the apparatus. At this moment we stop with the finger the tube by which the gas had been escaping, so as to prevent air from entering, and the glass bulb soon becomes full of a clear yellow liquid, possessed of great mobility; the color of this liquid is the same as that of fluorine gas when examined in a stratum one meter thick. According to this experiment, fluorine becomes liquid at  $-185^{\circ}$ .

As soon as this little apparatus is removed from the liquid oxygen the temperature rises, and the yellow liquid begins to boil with an abundant disengagement of gas, having all the energetic reactions of fluorine.

We took advantage of these experiments to study some of the reactions of fluorine on bodies kept at extremely low temperatures.

Silicon, boron, carbon, sulphur, phosphorus and reduced iron cooled in liquid oxygen and then placed in an atmosphere of fluorine, did not become incandescent. At this low temperature fluorine did not replace iodine from iodides. However, its chemical energy is still sufficiently great to decompose benzene and essence of turpentine with incandescence as soon as their temperatures rose to  $-180^{\circ}$ . It would thus seem that the powerful affinity of fluorine for hydrogen is the last to disappear.

There is still another experiment we ought to mention. When we pass a current of fluorine gas through liquid oxygen, a flocculent precipitate of a white color, which quickly settles to the bottom, is rapidly formed. If we shake up this mixture and throw it on a filter, we separate the precipitate, which possesses the curious property of deflagrating with violence as soon as the temperature rises.

We intend to follow up the study of this body, as well as that of the liquefaction and solidification of fluorine, which demand further experiments.

### Percolation.\*

We observe that the AMERICAN DRUGGIST claims for the United States the credit of first making percolation an official process—viz., in the 1840 edition of the U.S.P., published in 1842. This is how our contemporary puts the matter finally:

The early introduction and the general utilization of the process of percolation into the Pharmacopoeia of the United States, and the excellent and exhaustive study given the process there, surely justifies the claim made that percolation, as now practiced, should be looked upon as a distinctly American process, though, so far as we are aware, it is a French invention.

It is a common but quite erroneous notion that percolation is "a distinctly American process." American pharmacists have written a lot about it, but they must give the palm to Scotchmen for being the first to recognize its utility and make it an official process. In the Edinburgh Pharmacopoeia of 1840 (published in 1839) the process was officialized under tinctures in the following terms:

A much superior method has been lately introduced, which answers well for most tinctures—namely, the method of displacement by percolation. According to this process, the solid materials, usually in coarse or moderately fine powder, are moistened sufficiently with the solvent to form a thick pulp. In twelve hours, or fre-

quently without any delay, the mass is put into a cylinder of glass porcelain, or tinned iron, open at both ends, but obstructed at the lower end by a piece of calico or linen, tied tightly over it as a filter; and the pulp being packed by pressure, varying as to degree with various articles, the remainder of the solvent is poured into the upper part of the cylinder, and allowed gradually to percolate. In order to obtain the portion of the fluid which is kept in the residuum, an additional quantity of the solvent is poured into the cylinder until the tincture which has passed through equals in amount the spirit originally prescribed. [The displacing of the residual spirit by water is then described.] The method of percolation, where applicable, will be found much more convenient and expeditious than the mode hitherto commonly followed; and it exhausts the matters in general much more completely. As considerable practice, however, is required for managing the details in different cases, more especially in regard to the degree of minuteness in the division of the solids, and the degree of firmness with which they are to be packed in the cylinder, we have thought it right to direct that the method by maceration can be employed as an alternative. But the method by percolation is now preferred by all who have made sufficient trial of it to apply it correctly.

Fig. 1, percolator as contemplated by the "Edinburgh Pharmacopoeia, covered with calico at c and fitted into the jar e with cork or wooden lid, or the percolator may have attached to it the broad rim b, d. "It is sometimes advantageous," says Christison, "to contract the lower end so as to admit of a stop-cock on it—Fig. 2." The percolator, Fig. 3, was for pressure-percolation, mercury being poured into a when the operation was started.

This reads like an extract from a modern American manual of pharmacy. There is every reason why the Edinburgh Pharmacopoeia should have been the first to adopt the process; Scotch brewers had long used it under the term "sparging," and when Boullay and his son published their papers on displacement applied to the exhaustion of drugs in 1833-34 the Edinburgh College recognized the appropriateness of the process for medicinal purposes. Christison (*Dispensatory*, 1842) gives the preceding sketches of percolators and a very full description of the process. The Edinburgh Pharmacopoeia named the tinctures which could not conveniently be prepared by percolation, as well as those which could be. We need name the latter only:

Aurantii	Cinchon. co.	Lactucarii
Buchu	Cinnamomi	Lobeliae (2)
Calumbae	Cinnam. co.	Lupuli
Cantharidis	Colchici. sem.	Myrrhae
Capsici	Conii. fol.	Quassiae co.
Cardamomi	Croci	Rhei (3)
Card. co.	Cuspariae	Scillae
Cascarillae	Digitalis	Sennae co.
Cassiae	Callarum	Serpentariae
Castorei	Gentian. co.	Valerianae (2)
Catechu	Hyosciami	Zinziberis
Cinchonae	Jalapae	

This was a fairly good beginning for a new process. The fact that the London Pharmacopoeia did not adopt the process during the sixteen years following the Edinburgh move must not be taken to mean that the process was not appreciated in England, because one of the first papers communicated to the Pharmaceutical Society in 1841 (by Mr. Henry Deane) was on this subject, and one effect of that paper was to bring out the fact that percolation had been practised by English pharmacists for years. We have no desire to belittle the excellent work in percolation which American pharmacists have done, but before the century dies it might be well for British pharmacists to remember that they and their forefathers have been percolating officially and unofficially for sixty years, although they have not made much fuss about it.

The "degradation of the American flag" by placing advertising upon it has just been prohibited by law in Pennsylvania.

### Assay Processes for Kola, Guarana and Coffee.

By CHARLES H. LA WALL.

A method for the estimation of caffeine in kola, guarana and coffee, which obviates the use of the Soxhlet extraction apparatus, has been used with success during the past year. The results agree closely with those obtained by the long and tedious processes formerly employed, and can be obtained within a much shorter space of time. It resembles closely the process recently suggested by Dr. Keller for the determination of caffeine in tea. The directions are as follows: Into a separatory funnel of convenient size, place 5 Gm. of the drug and 5 Cc. 10 per cent ammonia water. Allow the mixture to stand for thirty minutes, then shake out the alkaloid with chloroform, using three portions of 20 Cc. each.

If emulsification occurs, add powdered magnesium carbonate in small quantities until separation takes place. Transfer the mixed chloroform washings to a tared flask, recover the solvent in the customary manner, and weigh the residue, which consists of fat and alkaloid together.

Dissolve the fat with warm ether, using successive fractions of 20 Cc., until the ethereal washings leave no perceptible residue upon evaporation of a small quantity. With careful manipulation, the ether can be decanted each time without loss of caffeine; but as a precautionary measure, the ethereal washings may be filtered, the filter washed well, first with ether and then with chloroform, transferring the chloroform washings back to the flask for evaporating and weighing. The residue in the flask is almost pure caffeine, and the difference between the weights of the first residue and the last is the amount of fat present in the drug.

In the case of kola, the ether also removes the theobromine, which is usually but a small percentage and may be ignored.

The following comparative results have been obtained:

#### KOLA NUTS.

	Per cent. caffeine.
No. 1, Exhausted with chloroform in Soxhlet.	1.89
No. 2, Exhausted by the foregoing process.	1.87
No. 3, Exhausted by the foregoing process.	1.48
No. 4, Exhausted by the foregoing process.	1.43
No. 5, Exhausted by the foregoing process.	1.40

#### GUARANA.

	Per cent.
No. 1, Exhausted with chloroform in Soxhlet.	4.32
No. 2, Exhausted by the foregoing process.	4.68
No. 3, Exhausted by the foregoing process.	4.63

In assaying the fluid extracts of the drugs above mentioned, however, the Lloyd ferric hydrate process gives the most satisfactory results.—*Am. Jour. Pharm.*

### A Revolution in the Dietetics of Diabetes.

As a result of careful personal observation of a typical case of diabetes, as well as from the quoted experience of others, Munson has undertaken to show that a diabetic should be placed under no different conditions of diet than are granted the healthy individual, and that a rigid exclusion of carbohydrates from the diet is productive of abnormal metabolic changes, which result not only in progressive emaciation and weakness, but

\*Editorial from the "London Chemist and Druggist."



also in the production of various toxic bodies, to which the severe cerebral symptoms of this disease are to be attributed. From this study the conclusion is reached that sugar is always present in the blood, and that the absence of carbohydrates from the diet does not cause a disappearance of the blood sugar. Hence, sugar must have some other source than the carbohydrates ingested. This other source of sugar is the ingested and systemic albumin, through a process of decomposition. An increased albumin decomposition, due to the rigid enforcement of a purely nitrogenous diet, means an increased metabolism and consequent loss of body weight. Hence the cutting off of carbohydrates from the diet directly produces an increased metabolism. Vice versa, the administration of carbohydrates retards metabolism.

The diabetic has an especial predisposition toward metabolism. The diabetic has by no means lost the power of burning sugar; therefore, sugar must, even more than in health, be allowed in order to prevent loss of weight and muscular weakness, which may eventuate in one of the natural endings of diabetes, death by asthenia. The abnormal albumin metabolism, which is especially produced by a rigid proteid diet, results in the production of toxic bodies, for the action of which the depressed nervous condition of the diabetic is especially favorable. The production of toxic bodies is prevented or retarded by the administration of carbohydrates. Hence, carbohydrates should be administered to the diabetic to prevent the formation of certain toxic bodies and the severe and often fatal nervous and cerebral symptoms which they induce.

### The Yellow Fever Microbe.

Doctor Sanarelli delivered a lecture at Montevideo, on June 10th, upon the etiology and pathogenesis of yellow fever, in which he stated that he had solved the problem, and declared the cause of yellow fever to be a bacillus named by him icteroid, which was rarely found either in the blood of yellow fever patients or in their bodies after death, as it easily disappeared. The isolation of the microbe was difficult, but bacteriological diagnosis was possible. Twenty-four hour cultures in gelatin were recognizable without a microscope. The microbe was very deadly for animals, producing, when experiments were made, a cyclic malady with symptoms and lesions identical with those produced in man, namely, gastro-enteritis, hemorrhage, nephritis, uroemia, and fatty degeneration of the liver, destroying the hepatic cell like phosphorus, and thus suppressing the natural defence of the organism. Filtered cultures set up in animals and man the same typical fever. He had made experiments which showed that the acclimatization of the malady on board ship and in damp places was due to the symbiosis of the microbe with mould, a damp atmosphere favoring the microbe's development and vitality. Vaccination of large animals was difficult. One year was necessary for a horse, one month for small animals. That small doses of toxin could produce immunity in man might be possible, and Dr. Sanarelli said that he would shortly make experiments in preventive vaccination, and hoped to discover a curative serum. The discovery of the bacillus is regarded as a most memorable one, and the doctor's lecture was received with great enthusiasm.

### Therapeutic Application of a New Coal-Tar Preparation.

A. Sack (*Sem. med.*, 1896, No. 51, p. 411) has lately been using a new preparation of coal-tar in the treatment of divers dermatoses with advantage. The liquid, whose formula is as follows, represents a perfect solution containing all the constituents of coal-tar:

Coal-Tar .....	10 Gm.
Benzol .....	20 Gm.
Acetone .....	77 Gm.

This mixture has an agreeable, aromatic odor, and is not in the slightest degree irritating to the skin. Applied by means of a brush, it rapidly evaporates, leaving a thin, homogeneous, yellowish coating of tar, that is removed only after several washings.

The paintings with the tar-solution have given excellent results in eczemas, particularly in those accompanied by intense pruritis and extended lichenification, in herpes tonsurans, in parasitic sycosis at the period of the decline of the pustules, in dysidrosis, and in divers seborrheic affections, particularly of the hairy scalp.

In dermatoses attended with considerable hyperkeratinization it is necessary, in order to soften the horny substance, to incorporate salicylic acid, either with or without the addition of resorcin, with the solution of tar, and the following formulas may be used for this purpose:

I.	
Coal-Tar .....	10 Gm.
Benzol .....	20 Gm.
Acetone .....	77 Gm.
Salicylic Acid .....	5 Gm.
II.	
Coal-Tar .....	2 Gm.
Benzol .....	4 Gm.
Acetone .....	16 Gm.
Salicylic Acid .....	2 Gm.
Resorcin .....	8 Gm.

The first of these preparations is employed like the pure solution of tar; the second serves to replace the pastes intended for removing the crusts from the eruptive patches.

### The Action of Antitoxin.

Ehrlich (*Fortschritte der Medicin*, January, 1897) considers that the action of antitoxins might be more usefully studied by test-tube experiments than by experiments with the complex living organism. The action of diphtheria antitoxin was regarded at first as a destruction of the poison, but this is disproved by the fact that in a "physiologically neutral" mixture of toxin and antitoxin these two constituents are found to be present unaltered. Two other views have been advanced: (1) That the toxin and antitoxin form a sort of combination which lacks the property of fixation in the tissues, and, therefore, the toxic effect is lost; (2) that the action of antitoxin is indirect—that is, it acts on the living cells and in some way renders them immune to the action of the toxin.

Ehrlich has made some experiments with ricin, the toxalbumen of *recinus communis*, which Kobert has shown to produce a peculiar coagulation of the blood, whether in the living body or outside. Immunity to the action of this toxalbumen can be obtained in certain animals by formation of an antiricin. The coagulation is proved to be a purely chemical phenomenon, not a vital reaction. A mixture was made of 5 cubic Cm. of rabbit's blood in 95 cubic Cm. of

weak solution of sodium chloride, with a little sodium citrate; on adding to this mixture 1 cubic Cm. of a 2 per cent ricin solution coagulation occurred at once. On adding antiricin in increasing quantities, starting with 0.3 cubic Cm., together with the ricin, coagulation is delayed slightly or considerably or prevented altogether, according to the amount of antiricin added.

To make the analogy between this phenomenon and the action of diphtheria antitoxin more complete, mice were injected with ricin combined with various doses of antiricin, and it was found that the effects of the ricin could be regulated from a fatal result to complete absence of symptoms, according to the amount of antiricin injected. These experiments would favor the view that the action of diphtheria antitoxin is a purely chemical, not a vital phenomenon.

### The Further Progress of Organotherapeutics.

Dr. Freyhan, in the *Monatsschr. f. Geburtsh. u. Gyn.* (Vol. V., No. 2, 1897), by reviewing the most important literature on this subject of the last two years, shows that thyroid extract, first introduced by Brown-Sequard, is the most promising of all organic remedies employed. Its effect on myxedema, cretinism, and strumous affection of the thyroid gland is especially pronounced. Good results have also been obtained from its use in obesity, morbus Basedovii, diabetes, and tuberculosis, while its efficacy in the treatment of rachitis, psoriasis, and tetanus is very doubtful. It is best administered in the form of thyroïdin.

### Calcium Carbide Light.

The use of calcium carbide as a source of acetylene for illuminating purposes has not become so rapidly popular as was anticipated when its usefulness in this direction was first publicly demonstrated in London some two years since by Prof. Vivian Lewes. This tardiness has been almost wholly due to the defects pertaining to the forms of apparatus for the utilization of the carbide. The question of apparatus seems now to have been solved by a Mr. Goodwin, of Dublin, who has made the noteworthy discovery that the addition of a small proportion of carbonic acid gas to the acetylene, while in process of manufacture, has an extraordinary effect in increasing the luminosity and brilliancy of the flame, and in preventing explosions. The insurance companies of Dublin are so satisfied as to its safety that they accept premiums on houses using it at the lowest rates. The apparatus is very simple. A portion of the calcium carbide is placed in an iron-socketed cylinder, which is closed, and water poured on, and the gas is generated at a pressure of about two inches of mercury. It burns with wonderful brightness, requires no special tubing or globes, heats admirably in a Bunsen burner, and costs, even at the present price of calcium carbide, about 38 per cent less than gas. On the whole, it seems to have a brilliant future.

**Soda Water Hints.**

Use thin glass.  
Good advertising pays.  
Shaved ice makes soda taste flat.  
Have soda straws always at hand.  
It's quality that counts, not quantity.  
Wash syrup thoroughly before refilling.  
Neat service is as important as good soda.

Ladies and children like plenty of syrup and cream.

Fresh flowers on the counter every day are very attractive.

Introduce new syrups frequently. It stimulates interest.

To be successful you must please both the eye and the palate.

Your soda counter is an advertisement of your drug business.

Use only the best supplies; cheap ones don't pay at any price.

Don't mix fresh cream with that left over from the day before.

Wash egg, milk or cream tumblers in salt water first, then rinse.

Be sure that the soda is well mixed with the syrup in the glass.

Wash out interior of apparatus thoroughly at least once a week.

Always scald the cream bottle and ice-cream freezer before refilling.

The public believes that good soda means good drugs, and vice versa.

Throw away the first three glasses drawn every morning. They don't taste good.

Make the customer cool at the soda counter and she will come again. That is where a mechanical fan pays.

**B. and C. D. Jubilee Number.**

A very handsome number of the *British and Colonial Druggist* is the "Special Jubilee Issue" for June 18. A cover in red, white and blue, with gold ornamentations, 134 pages of advertisements, an equal number of reading pages, devoted to a historical review of pharmacy during the Queen's reign, embellished with numerous excellent half-tone engravings, make up a journal of which the editors and publishers may well feel proud. We extend congratulations to our London contemporary.

**Sandal Wood Oil.**—Hendrix (*Jour. de Pharm. d'Anvers*) says that sandal wood oil should, to be of good quality, be of very light color and neutral or slightly acid reaction. The specific gravity should lie between .970 and .985. One part of the oil should dissolve in 5 parts of 70° alcohol at 20° C. Adulteration with 5 per cent of cedar, turpentine, castor oil or copaiba will prevent this solution at 20° C. West Indian oil is always laevorotary [α]<sub>D</sub> -16° to -20°. He further recommends the process suggested by E. J. Parry, depending on the estimation of santalol present, and confirms Parry's results for cedar oil, pointing out that cedar oil only contains about 15 per cent of alcohols, and balsam of copaiba only 7 per cent. A further test is also recommended. Two Gm. of phenol solution in alcohol (1 in 4) are added to ½ Gm. of the oil, and shaken. Strong hydrochloric acid is then added: at the junction of the layers, a yellow color, which changes to red shortly, is observed; with copaiba the color is mauve, and with cedar, brown.—*British and Colonial Druggist*.

**Quinine Sulphovinate Hypodermatically.**

Alex. K. Finlay (in the *New Orleans Med. and Surg. Jour.*, XLIX., p. 200, 1896) recommends for hypodermic use quinine sulphovinate, as it possesses the merit of free solubility, with freedom from annoying after-effects, since it requires only about 3 parts of water for solution. Its quinine strength is about equal to that of the sulphate, and an ordinary hypodermic syringe will contain a full dose of the concentrated solution. It is not desirable to dispense it in tablet form, as it is rather slowly soluble in that shape. Gentle warming serves to dissolve the crystals in a few seconds, and the solution keeps indefinitely, especially when a small proportion of alcohol is added.

The advantages of quinine sulphovinate are facility of exhibition hypodermatically, and complete immunity from abscesses following its use.

**Greek Soap Industry.**

In Greece the soap industry is becoming of importance. In the last three years the value of the soap exported has risen from £12,000 to £28,000. There are 37 soap manufactories in Greece, and the value of the plant employed is £45,625. The total amount of soap produced last year was 8,125 tons, of which 1,850 tons were exported. The import of soap into Greece, except sanitary and perfumed soap, is very small, and the total of all soap imported (including the high-class toilette soaps) sank from 58 tons in 1890 to 53 tons in 1895. Turkey imports by far the largest quantity of Greek soap. A Consular report from Corfu states that there was an excess of about £2,000 perceptible in the value of soap exported from that island in 1896, compared to the year before. The making of soap is of vast importance to the trade of the island; the average quantity annually exported is estimated at from 9,000 to 15,000 cases; it is mostly sent to continental Greece, Albania, Epirus and other Turkish provinces, as well as throughout the Levant. Oil, wine and soap are the chief productions of this island. In this connection pyrene oil, as known to the trade, may be mentioned as a native industry, the making of which is carried on by two firms of soap boilers. It is used in the manufacture of soap. It is made from the residue of the olives after the extraction of the pure oil.

**THE TAX ON VANILLA BEANS.****Probable Effect Upon the Importation of Vanilla and Tonka Beans.**

Firms handling vanilla and Tonka beans are said to be much dissatisfied with the duty put upon those articles by the new tariff bill. It is said that a duty of fifty cents a pound on Tonka beans would shut out from the country most of that variety, and that the other duties proposed would work hardship to the trade. J. L. Hawley, in speaking of the probable effect of the proposed duties said:

"Under the McKinley and Wilson bills both Tonka beans and vanilla beans were free. At the time the (pending) Dingley bill went to the Senate the trade was sur-

prised to find that both articles were omitted from it. No great importance was, however, attached to this, because it was supposed that section No. 528 of the (Dingley) free list would leave these two articles free as before. Nothing was suspected until last Monday, when the trade first learned that the following new paragraph (No. 80½) had been inserted in the bill by the Senate at the instance of Senator Allison:

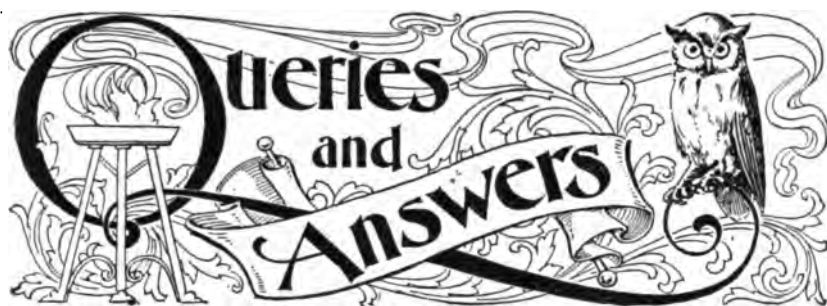
	Per lb.
Tonquin or Tonka beans.....	\$ .50
Vanilla beans .....	2.00
Beans known as cuts.....	1.00

"To fully realize the effect of this change it must be borne in mind that 'Tonquin' or Tonka beans include the so-called 'Angostura Tonquin beans' (imported from Venezuela), Surinam Tonquin beans (from Dutch Guinea), and Para Tonquin beans (from Brazil). The average prices for these beans are at present \$1.50 per pound for Angosturas, fifty cents per pound for Surinams, and twenty cents per pound for Paras. It will be readily seen, therefore, that the proposed duty of fifty cents per pound on Tonquin or Tonka beans will shut out from this country all Tonquin beans except the Angosturas. The present stock of Angosturas in this country is 500,000 pounds, while the consumption is not over 100,000 pounds per year. In other words, there is a five years' stock already here. The Angostura Tonquin beans are a monopoly of the Venezuelan Government, the present concessionaires being Mr. Crespo (president of the republic) and his nephew, Mr. Badesbini, who is now in this country. The entire stock of 500,000 pounds is owned by these two Venezuelan gentlemen, consigned to their New York agents. It will be seen that a fifty-cent duty will not only protect the beans, but any advances as well, to the extent of \$250,000.

"It may be roughly stated, too, that the price of Mexican beans is double the price of the Bourbon, Seychelles, and Mauritius varieties, and perhaps from four to five times the price of the Tahitis. While at present the prices of all kinds of vanilla beans are very high (their normal values are from \$3 to \$8 per pound for Mexican and from \$2 to \$4 for the Bourbons, Seychelles, and Mauritius varieties, and 75 cents to \$1 per pound for Tahitis), it can be readily seen, therefore, that the proposed duty of \$2 per pound on vanilla beans will completely shut out all but Mexican beans (the rate of \$1 per pound on cuts referring only to a particular kind of Mexican beans).

"Had these proposed rates of 'specific' duty on the articles in question been introduced in the Dingley bill when the latter was before the House, the matter would have been exposed, and the duty (if duty there must be) would probably have been made ad valorem. As already stated, the Angostura Tonquin beans are completely controlled by one party, and it so happens that the same party is also largely interested in Mexican vanilla beans. Dealers and consumers of these articles are, therefore, at the mercy of this one party, and it is doubtful whether at this moment any of them will be inclined to incur that party's displeasure."

Fowler's "Publicity," just from the press, contains an article on advertising, written by Dr. A. E. Dickinson, now connected with Messrs. Parke, Davis & Co., of Detroit, being one of the few original contributions that were solicited before the present extensive scope of the publication was considered.



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect. When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

#### A Dangerous Mixture to Compound.

—W. W. Y. submits the subjoined prescription and asks us to indicate the correct way to compound it:

Tinct. iodine.  
Tinct. aconite.  
Oil cedar.  
No. 6.  
Spts. ammon.  
Chloroform ..... a. a. 1 oz.  
Quicksilver ..... 2 oz.  
Acid nitric ..... 2 oz.  
Tinct. cantharides... 1 dr.  
Sulphuric acid ..... 1 dr.

Not knowing the composition of "No. 6," we can only give general directions. The tinctures should, of course, be mixed with the chloroform, and the oil dissolved in the ammonia added. Dissolve the mercury in the nitric acid, completing the solution in an open vessel. Dilute the sulphuric acid with the tincture of cantharides by slowly adding the former to the latter, and add to the nitric acid solution. The acid solution of mercury should then be added to the solution first formed, the operation being conducted with the greatest care in a shallow open vessel. The mixture is not one that we should care to experiment with, and we can only make a guess at the probable result.

**Humanized Milk Direct from the Cow?**—We have received the following singular communication from a correspondent signing himself S. W. Squirmer, Squeelchee, Texas. In the absence of our humorous editor, who is away from his desk attending to the collection of the "resolutions" now being passed at many of the State Pharmaceutical Association meetings, the pharmaceutical editor will attempt to enlighten our inquiring friend as to the meaning of the term humanized milk. Mr. Squirmer writes:

I am what they call a diversified farmer. I've raised 'most everything—except the mortgage. Lately I've quit fooling with crops, and have been devoting my energies to dairy products. Milk is my stronghold. I've figured out that there are three men, five women and seven boys to every cow and an eighth in Texas. Consequently, the milk business isn't just what it might be. Moreover, I feel that I've been fooled out of that eighth of a cow, somehow. My live stock in the milk line consists of just one cow—and she's no ornament to her sex,

not to put too fine a point on it. But I'm coming to that. I was down to the drug store the other day, and not having much business on hand, I read a copy of your paper clean through. It was mighty uninteresting, for the most part, but there was one thing in it that just struck me. There was an article about Humanized Cow's Milk. I read it all through twice, and then started for home on a bee line. I saw fortune ahead of me at last. If I could put such a product as that on the market I could get a price for it that would land me on Easy street, sure. When I got home, I laid the case before the missus. "We've got to humanize that old cow," says I. "Then her milk will be worth more than whisky." The missus is a woman of business. "Sam," says she, "we've got to keep this thing quiet, or every measly farmer in the State will be cutting in on us. You leave it to me, and I'll undertake the humanizing business." Out she goes to call on the neighbors, and before sundown she is back again with her eyes shining with a confident gleam. "Sam," says she, "I've got it. There's just two things that is reckoned the most humanized factors in modern civilization." "Gracious!" says I, "you've been reading some circus poster." "Shut up!" says she, "and listen. Music is one of them, and literature is the other. You've got that old flute up in the garret, and I've borrowed this book from Mrs. Perkins—"Gibbon's Decline and Fall"—I don't know much about it, except that it's considered a first-class factor, and warranted to lay 'way over Laura Jean Libbey or any of those real good ones."

Well, the missus and I, we gets to work on the old cow that very night. She'd do a piece of old Gibbon into the cow's port ear, and then I'd play "Little Annie Rooney" for the greater part of the spell into the starboard side. Then she'd read a bit more, and I'd sing "Yes, We Will Gather At The River." We were at it again before sun-up next day, and we never left off for three whole weeks. And at the end of that time, that blamed cow wasn't a bit more humanized than when we started. In fact, she had grown sour-tempered and vindictive. And worse, than all, I'm hanged if the critter didn't go dry. Now there is evidently something wrong in my system. I'm bound to market humanized milk, if it takes all winter to humanize that cow. Please tell me how I am to work the racket.

Humanized milk cannot be obtained direct from the cow by any possible means, not even if you should feed the animal on Mardi Gras. Humanized milk is merely a modified form of cow's milk; it is milk to which fat and milk sugar have been added to make up for the deficiency of these substances in cow's milk as compared with human milk.

There is no telling what strange things may happen to that unfortunate cow of yours if you do not stop reading phar-

maceutical literature. There are about a dozen different kinds of milk used in pharmacy, but a diet of brimstone would be as little likely to yield milk of sulphur as a diet of nails would milk of iron, or oyster shells milk of lime. Stop while there is yet time!

**Carbo-Hazel Salve.**—H. B.—The formula suggested by C. E. Battles is as follows:

Carbolic acid ..... 1½ fl. dr.  
Ext. hamamelis (solid)..... 4 dr.  
Petrolatum ..... 9 oz.  
Zinc oxide..... 4 dr.

Rub the zinc oxide with a small quantity of the petrolatum previously melted, the extract separately with the remainder. Mix the two and add the carbolic acid drop by drop under continued trituration, until a well-finished ointment is produced.

**Rademacher's Tincture of Iron.**—Ph.—The peculiar vinous odor and darkened color of this tincture can be produced by adopting a modification of the formula commonly used, as follows:

Calcium carbonate ..... 254 parts.  
Water ..... 1594 parts.  
Diluted acetic acid..... 1016 parts.

Dissolve and add to:

Ferrous sulphate ..... 920 parts.  
Water ..... 2720 parts.  
Diluted acetic acid..... 800 parts.

After mixing the two solutions add:

Alcohol..... 820 parts.

After standing several hours the mixture is filtered and divided in a sufficient number of bottles, so that they may be half filled; these being preserved in a cool place, and frequently opened and shaken during two months. The preparation contains 1.095 to 1.131 per cent of iron.

**Chemical Garden.**—Inquirer.—The addition of a few crystals of iron sulphate to sodium silicate solution (sp. gr. 1.07) contained in a wide glass globe produces a pretty growth of tree-like plants. A still prettier effect can be obtained by suspending light baskets of different shapes in saturated solutions of various chemicals. Thus beautiful alum crystal shapes may be made as follows: Dissolve 18 ounces of alum in two pints of soft water by boiling it gently over a moderate fire, keeping it stirred with a wooden spatula until solution is effected. When the liquor is almost cold, suspend a small basket, ears of corn, moss rose, hyacinth, or almost any vegetable specimen, by means of a small thread or twine from a stick placed horizontally across the aperture of a deep glass or earthenware jar, into which the solution is poured. The articles should remain in the solution for 24 hours; when taken out they are to be carefully suspended in the shade until dry. When the objects to be crystallized are put into the solution while it is quite cold, the crystals are apt to be formed too large. On the other hand, should it be too hot, the crystals will be small in proportion. The best temperature is about 95 degrees F. Other salts beside alum may be used, such as iron and copper sulphate, potass bichromate, potass nitrate and common salt.

The growth of a chemical plant is shown nicely in the following experiment: Take a tumblerful of water and put into it a dessert spoonful of a strong solution of potassium ferrocyanide: mix by stirring, and carefully drop in a crystal or two of copper chloride and let the glass stand quite still for a few minutes, when a beautiful structure resembling brown seaweed will grow up and soon fill the glass.

# M. QUAD'S HUMOR.

## HOW DRUGS WERE DISPENSED IN PIONEER DAYS IN THE WEST.

**The Drug Store Man Didn't Know the Difference Between Borax and Arsenic, and the Customers Helped Themselves According to the Taste.**

*Some Died, Some Got Well and Others Had Chills.*

*M. Quad, who has a world-wide reputation as the leading American writer of humorous sketches, has agreed to contribute to the "American Druggist" at regular intervals stories relating to the comic side of drug store life, and the first installment is printed herewith. If the introduction of this new feature will tend, in even the smallest degree, to lighten the ledium of the druggist's life and give an added spice of wit and humor to the ordinarily dry pages of a druggist's journal, the object of the editor in bringing the work of the renowned humorist to the notice of the druggists of America will have been well served. M. Quad's first story deals with an incident of early Western life, and is realistic enough to be true.*

### A Pioneer Drug Store.

BY M. QUAD.

WE had four or five saloons and one grocery at Cedar Hill, when the outfit of a man named Dayton arrived. He had seven pack-mules, loaded with goods, and after a day or two he unpacked and set up for business and hung out a sign reading, "Dry Goods, Clothing, Hardware, Groceries, Boots and Shoes and Tinware; also Drug Store." The shanty which he occupied for a store was about 14 feet square, and he had everything packed in a heap.

The drug store was an innovation. It was not only the first to be established at Cedar Hill, but the only one for 200 miles around, and we were inclined to look upon the druggist with awe and respect. We were a very healthy lot up there, and, aside from accident, no man had lost a day for six months. No sooner was that drug store opened for business, however, than most of us felt a yearning. Hiram Davis hit the nail on the head, when he said to the crowd: "Boys, that drug store reminds me of home and of the old woman and children. Jest think of pills and salts and calomel and quinine! Civilization has come knockin' at our doors, and it's our solemn dooty to feel bad and buy sunthin'."

Plenty of us began to "feel bad," but when we came to buying something we found that the druggist was doing business on a line of his own. When Abe Smallman dropped in to get a dose of calomel for his liver, which was doing business seven days in the week and in need of no encouragement of any sort, Mr. Davis said to him:

"I bought this drug store outfit of a

tenderfoot down at Grass Valley. He was sick and discouraged and wanted to go back home. I don't know much about the business myself. I'll hunt up the calomel and sell it to you, but I won't be responsible for the results."

"What d'y'e mean by results?" queried Abe.

"Wall, I've got calomel, arsenic, salts and a lot of other things all mixed up here, and I'm not going to guarantee anything. Mebbe it'll be calomel and mebbe not."

We all shied off for a day or two at that, but when we came to think it over we rather liked the uncertainty, and the druggist was kept busy with our purchases. Some of his liquids and powders were in bottles or papers, duly labeled, and some of the powders were in parcels without a label on them. If anybody asked for Epsom salts, for instance, the druggist would fish around under the heap of boots and shoes and clothing 'till he got hold of a box or parcel, and, bringing it out, he would say:

"All I know about this stuff is that it ain't copperas. I took a parcel of copperas on a debt once, and so I know the stuff when I see it. If you want to run chances you can take it along."

Most everybody was willing to run chances, and for two weeks all went well. If nobody was made any better, nobody was made any worse, and the druggist did a rushing trade. Then came an afternoon on which old Joe Crosby laid down his working tools and announced that he was "off his feed" and had got to have something to ward off a bilious attack.

"I can't say what's good for it," said the druggist, "but I'll fish up a lot of packages and you can take your choice."

He laid out ten parcels on the counter, and old Joe wet the tip of his finger and tasted the contents of each in succession. He finally found one to suit his palate, at least, and he bought a dollar's worth and went off to his shanty to dose. Half an hour later he was taken with violent cramps, and inside of two hours he was dead. A move was made on the druggist, but the smiling and urbane Mr. Davis replied:

"Gentlemen, it might have been powdered borax, or it might have been arsenic. I can't tell the difference between the two, and I have been free to say so. I gave him good weight and he took his chances."

Our purchases were light for the next week, but in time we got over the scare and went to buying again. A fortnight after the death of Crosby a man named Healy was made terrible sick for two or three days by a dose of some unknown stuff, and the next day Sile Warner entered the drug store to say:

"I ain't feelin' jest as I orter, and I want sunthin' to brace me up. Kin ye recommend a bracer?"

"I never recommend," was the reply. "Here's the bottles and here's the packages. They may brace or they may lay you out."

"Wall, this is a world of chance," continued Sile as he pawed the stuff over, "and I'll take a dollar's wuth of this stuff in the bottle. It'll wet the throat when it does down, anyway."

The stuff was probably laudanum, for Sile never woke up from that night's sleep. His chum went over to give the druggist fits about the matter, but Mr. Davis headed him off with:

"Dead, eh? Sorry to hear it, but he took his chances. I will now label that bottle 'Poison,' and should any of you wish to commit suicide you will know what to ask for."

We tried to brace up after the second calamity, and were gradually getting our confidence back, when a man named Grimshaw got something for chills. The druggist wouldn't recommend it, as usual, but it had been marked by the tenderfoot as "Good for Chills." It proved to be. One dose removed Mr. Grimshaw from this chilly world, and over his grave we held a public meeting, and—

"Whereas—It bein' only a question of time when our drug store will kill off every man in Cedar Hill; and

"Whereas—We owe a dooty to ourselves and them as has gone; now tharfore

"Resolved—That one or the tother of us has got to git."

The "tother" was the drug store. After a general consultation, we made up a shake purse of \$50 to buy all the drugs left on hand, and after everybody had given himself one last dose of whatever he fancied the remainder was thrown into a ravine and Mr. Davis turned his attention entirely to other lines.

In the line of novelties of advertising there is one Chicago druggist whose departure would be hard to discount. This gentleman, whose place of business is in the Hyde Park district, announces that he has a choice line of blue-blooded Angora cats. His business cards bear a picture of an aristocratic-looking tabby in one corner, and after the address are the words, "Drug store and cattery."

## CHANGING FASHIONS IN DRUGS AND DRUG SUNDRIES.

"I find a constantly increasing demand for 5 and 10 cent articles," said Amos K. Tilden recently to the Boston correspondent of the *AMERICAN DRUGGIST*, "and many preparations, such as tablets of potassium chlorate, mint, etc., which formerly sold at 25 cents, have to be put up now in a shape to appeal to the bargain-hunters. While this state of affairs is a matter of regret, it has to be accepted, and the wise druggist looks well to the trade so revolutionized.

### Decreased Profits on Staples.

"Staple articles show a decided decrease in profit. For example, the regular price of many standard varieties of toilet soaps was 25 cents a cake, or 60 cents a box, but imagine the horror depicted upon a customer's face in these days at the mere mention of such a price. The up-to-date druggist dares suggest no sum larger than 10 cents a cake, or 25 cents a box. There is, however, a growing demand for the higher priced imported soaps, and these still yield a good profit.

"Another noticeable change applies to the decrease in sales of the old-fashioned remedies. The young clerk of to-day would not know what was wanted by a customer who called for Bull's, Townsend's Helmbold's or Bristol's sarsaparilla, yet all of these in former years met with constant call. Tincture of rhubarb, elixir salutaris, Huxham's tincture, belong to a long list of exiled remedies, which have been replaced largely by proprietary medicines. Medicines for the cure of rheumatism were a feature a decade or more ago, but the proprietary preparations for this purpose have not stood the test of time, if demand is the criterion.

"Homoeopathic remedies, particularly those which are well advertised, find ready sale.

"Peoples' chests and lungs seem to be in better condition than in the old days, when there was a good profit in chest and lung protectors, which were sold in large quantities at \$2.50 each; at present there is seldom any call for these articles.

"There is hardly a day now that some new preparation for the exclusive use of physicians does not make its appearance; in recent years this class of remedies has increased tenfold.

### Changes in Perfumery Sales.

"Father Time has not allowed the perfumery portion of the trade to remain at a standstill, and new developments are the order of the day in this department. Many stores formerly purchased a foreign brand by the gross, but at the present time American makes have largely superseded those of foreign origin.

"The demand for foreign perfumes is confined to the products of new firms who seem to have wrested the trade from the older manufacturers. The cost of perfumes in bulk has decreased a great deal, and the 10 cent bottles—an innovation of the present day—meet with ready and growing sale.

"There is a falling off in the call for seidlitz powders, which are being largely supplanted by the bromo and caffeine effervescent compounds and citrate of magnesia. Laxative waters have also taken the place of seidlitz powders to a considerable extent. Cascara sagrada in the form of elixir or fluid extract meets

with a large sale, and is now a common household remedy.

"The supplying of herbs was formerly an important feature of the business, but at present this source of revenue has dwindled to almost the vanishing point. Sarsaparilla, a universal spring medicine of past years, is now seldom ordered. Modern inventions are to some extent responsible for these changes; and the convenient mustard plaster of the present is demanded by the customer in the place of mullein of olden time. Some rhubarb is sold, but by comparison the demand is small. Lovage, snakeroot, cassia buds and cardamom seeds have been almost entirely displaced by the various handy breath perfumes.

### "The Tablet Form of Medication

is an innovation of the present period and drugs in this form find ready sale. These tablets have so multiplied that there is now a variety for nearly every known ailment.

"The sale of sulphate of quinine has increased to an unprecedented extent; the two-grain pills or tablets seem to meet the popular notion. Where twenty-five years ago 200 two-grain pills supplied the needs of one store for a whole winter, now three gross would hardly suffice for the same period.

"A welcome change is the decreased calls for hair dyes; while the falling off in the sale of pomades is even more pronounced. Petroleum products have largely supplanted the latter.

"The sale of pills at 25 cents a box is a thing of the past, and the varieties formerly demanded have been supplanted by elegantly prepared pills of smaller diameter and at less cost to the customer.

### Soda Fountain Drinks.

"At the soda fountain many changes have taken place. There are numberless new syrups, but the old standards, such as strawberry and raspberry, hold their own. Phosphated drinks have come to the front in the last fifteen years, and now meet with a large sale. The sale of mineral waters, as a class, is largely increased. For some varieties there is no call, for which the increasing use of lithia water is largely responsible. The sale of Saratoga waters remains constant. As in other departments, there is an increase in the number of sales at the soda fountain, but at a less price, 5 cents being now charged for each drink, where formerly 10 cents was the rule excepting for plain soda, which was always sold for the former price.

"The universal use of 'hot soda' is an innovation of recent years. The improvements in apparatus have placed in the pharmacist's hands the means of properly serving the public. The automatic arrangements for regulating temperature have played an important part in popularizing hot drinks. Judging from the demands of patrons, Mr. Tilden states that prepared milks, chocolate and lemon are the favorite 'hot soda' drinks.

"A former feature of the soda season was the whirling arrangement for washing tumblers; this has now given way to newer varieties of apparatus.

### How They Used to Serve Soda.

"Years ago a method was used for drawing plain soda which is little known at the present time. On the end of the fountain faucet was a rubber tip, and when serving a customer, the fashion was

to press the mouth of a heavy glass bottle (made for this special purpose) onto this rubber tip with all the strength which the operator possessed. The plain soda was then allowed to flow into the bottle and then quickly transferred to the serving tumbler. The idea which the druggists of that period had in mind was to prevent, as far as possible, the escape of gas.

### New Styles in Soda Fountains.

"There has also been a marked change in soda fountains, and the eight or twelve-faucet fountains of years gone-by would seem lost beside the mammoth affairs of to-day, which cost as much as a small country house. Fountain fittings show an improvement, especially in the displacing of the old-fashioned lead pipes with those made of block-tin. Steel tanks have also given way to those made of copper.

"A former bonanza day for the Hub druggist's soda fountain was the Fourth of July, and especially did the shakels flow into his coffers after the fireworks on the Common. Time has wrought a change, however, and with one or two exceptions, the demand for the carbonated beverages of the drug store is no greater on the day so dear to Young America than ordinarily."

In Mr. Tilden's opinion, the druggist in a family neighborhood differs little from the olden-time pharmacist, for he is still looked to by customers and friends for advice, and is respected by them as much as was the case twenty-five or thirty years ago. Druggists formerly drew trade from a large territory, but the multiplicity of stores has lessened the number of customers so that now the greater portion of trade is drawn from the immediate neighborhood.

In summing up the conditions of the present day, Mr. Tilden concludes that even with the decrease in sales for large amounts, the profits from the enormous increase in sales for small amounts is much more important to the druggist than the profits in proprietary medicines at present prices. In dealing with the subject of the sales of these remedies by department stores he stated that there were two ways to meet them. One was to sell at the prices of these establishments, and the other was to charge a reasonable profit, which resulted in a large decrease of total sales.

He finds that the public has increasing confidence in the pharmacist's own preparations, and that the proper remedies can be judiciously pushed; this result in increased sales and a handsome profit.

From the educational standpoint, the young men of to-day are better equipped than the pharmacist of earlier years, and the colleges and Boards of Pharmacy have been important factors in bringing about this increased knowledge.

On the ground of business ability and confidence of customers, the old-time druggist could more than hold his own with the newer men.

### A Thousandth Week Celebration.

Kuhn & Co., the well known Omaha druggists, celebrated recently their one thousandth week of business. N. A. Kuhn is a graduate of the Philadelphia College of Pharmacy, and has served as vice-president of the Nebraska State Pharmaceutical Association and of the American Pharmaceutical Association.





## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### LITTLE ADS.

IN advertising all does not depend on the size of the space used. Ample space is desirable if it can be rightly filled, and, in the long run, reasonably large ads. are apt to pay better than small ones, relative cost considered. But it doesn't always turn out that way, and large space is often out of the question for conservative advertisers of small means.

Success has often come through the persistent use of very small ads. There are notable examples of this. I recall two firms, one in Philadelphia and the other in St. Louis, who have never used more than a one-inch single-column space. One would think that these diminutive ads. would have been entirely lost in the columns of a metropolitan daily, but they were not, and the firms employing them have met with marked success.

It is hard to lose a live advertiser, and if his ads. are bright and readable and are changed often, they will be sought out and read, even though they be little.

A druggist who will take a one-inch space in his local daily, securing a position at top or bottom of the column, next to reading matter, if possible, will be able to get results. But such ads. must be changed often and with the utmost regularity. They ought to be changed daily—once a week is the extreme limit. Make them as concise as possible, and never think of talking about more than one thing in an ad. There is, of course, little chance for display, and, as a rule, the simplest possible form of setting is best. One style of setting should be adopted and adhered to. A printer can set the examples here shown with his eyes shut, yet these plain little ads. will stand out in most any paper. Ads. like these are rather too general for constant use, but talk of this sort can be chinked in occasionally.

Druggists who are timid about making a start in advertising will do well to commence on a small scale. The experience will be valuable to them, and when they are ready to employ larger space they will know what to do with it.

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### Get What You Want

Scant stock leads to makeshifts. If some druggists lack what you want, they try to make you want what they have. You get what you ask for here. If it's to be had, we have it.

**BLANK & BLANK,**

Drug Men.

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### Think About This

Consider quality before price in drug-buying. We do. Let us also add that you can always trust the prices of the store that insists on giving you quality.

**BLANK & BLANK,**

Drug Men.

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### Our Kind of Trade

The best trade any store has or can have is that won by fair goods and fair dealing. It comes and stays and brings other trade. This is the trade we've always striven for.

**BLANK & BLANK,**

Drug Men.

\*\*\*\*\*

### Something Valuable for Nothing

One of the most valuable ingredients a druggist can put into your prescription is experience. Plenty of it here. Scant supply some places. The security afforded here costs you nothing extra.

**BLANK & BLANK,**

Drug Men.

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### Criticism and Comment.

Livingston, Mont.

U. G. Manning:

I have taken THE AMERICAN DRUGGIST for several years, and since you have had charge of the advertising department I have profited very

much by your "tips." As a subscriber to the above-named journal, I take the liberty of sending you a few blotters for criticism. We send them out in sets, as enclosed. They are the product of our printing department, in which we all take a hand occasionally.

Thanking you in advance for your comment, which we will surely profit by, we are,

Yours truly,

THE PRESCRIPTION DRUG STORE,  
Per E. P. Ferte.

These blotters are the best samples yet sent in by a druggist who does his own printing. The typographical work is excellent, considering that but two styles of type and one border were at command. One side of the stock used had a hard enameled surface, which afforded a chance for good printing, and Mr. Ferte has made the best of his opportunity. The printing is in two and three colors, the display is well balanced and the general effect better than the work turned out by the average printer. The ads. are also good. The "Are you a photoist?" one is a trifle best, everything considered. The Beef, Wine and Iron ad. is the least effective. It would have been better to have omitted the border in this case, or to have run it in some very soft tint. Where the body of an ad. is in heavy-faced type, the border should be light to afford contrast. An ad. of this sort would look well surrounded by three or four parallel rules. This ad. ought to have had a final paragraph, in which the points of the preceding paragraphs could have been summarized. It is barely possible that the manner in which the words "Beef, Wine and Iron" are distributed may obscure their significance. This possibility could be avoided by repeating the title of the preparation in a paragraph below.

The matter appearing on one of Mr. Ferte's blotters is reproduced in this issue, style of setting being radically changed in order to get it into single column form.

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Warren C. Pine, Riverside, N. J., sends a copy of "Pine's Advertiser," a small paper of the ready-made variety. As it is identical in most of its features with others that have been submitted, there is little chance for comment.

The chief objection to a ready-made paper is that it is ready-made, and will always lack a certain vital quality that marks an original production. Buying machine-made advertising is a good deal like sending an order for a suit of clothes without giving your measurements. It may fit pretty well, but the chances are that it won't. This paper may do good for the store for which it is originally prepared, but it will not do as good work for any other store. Those who distribute such advertising may get results, but they will get greater results from an original production. Real advertising always comes right out of the heart of the business advertised. It can't come from anywhere else, and the sooner this is realized the better advertisers will be off. Half the matter in a paper of this kind should be written from data supplied by the store to be advertised. In no other way can the advertising be made to fit, and if the advertiser goes this far he might as well do it all.

A paper a trifle smaller than this can be set, and 1,000 copies printed, for about \$6. An additional thousand would cost about \$2.50 more. They ought to be distributed monthly.

U. G. Manning:

Please point out errors and say how enclosed folder may be improved. I do not consider it perfect, but have seen others not any better. Have "swiped" a few ideas from your department in THE AMERICAN DRUGGIST.

North East, Pa.

C. C. WRIGHT.

This is a well-printed six-page folder, on the first page of which a bargain week is announced. I turned the second page, expecting to find a list of bargains, but they were not there. Not until I reached the fourth page did I find any price reductions offered, and these were on seven items only, most of them sundries—a class of goods on which cut prices count for little, because people are not well enough posted on them to make comparisons. This, I think, is the fault of this folder. Reduced prices should

## "Where Ignorance Is Bliss..."

But it is not bliss in the practice of pharmacy, it is dangerous.

We understand our calling. The accurate dispensing of prescriptions with the best materials is a specialty in which we excel.

**Dr. J. E. Ferte,**

PHARMACEUTICAL  
CHEMIST.....

have been quoted from the start, and not an article mentioned without giving the regular and special price.

As it is, the first few pages are given up to the advertising of medicinal specialties, and none of them are offered at a reduction. This has a tendency to kill the effect of the announcement on first page. Perhaps some other circular accompanied this folder, in which more prices were quoted, but they should have been in the folder. If an advertiser talks bargains or starts in to have a bargain week, he wants to talk bargains and nothing else. It is not the time to push specialties unless they are pushed by a price reduction. It requires a little skill to so advertise a special sale that people will believe that actual reductions are to be made. Nothing helps so much as judicious selection of the articles to be quoted. Goods, the regular price of which are well known, should be selected so that people can see that actual reductions have been made. In this case it would have been better to have issued a circular on the subject of these remedies, and a bargain circular at another time. The attempt to combine the two is too

much like trying to tell two stories at once—a difficult feat for most of us.

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Lancaster, Pa.

Editor Business Hints:

Enclosed is for door-to-door distribution and for wrapping in parcels. Please criticize same.

Your column is a great help, and the ideas enunciated have enabled me to get rid of some erroneous ideas relative to advertising that I used to entertain. Your criticism of "Don't take off your hat with a shoe horn," which I copied from the "Circular," was very good, and your ground well taken. Thanks.

W. O. FRAILEY.

The circular sent is a neat four-page one, printed in blue. A list of cut prices occupies one page and little talks on specialties the other three. The arrangement of the circular is all right, and I see nothing to find fault with, except a slip or two in the writing on second page. Constipation and costiveness are given in a list of ills as though they were different complaints.

Farther on the writer says: "If the blood is impure and the stomach and bowels are regular, take Sarsaparilla Compound." This sentence is a little involved. Standing alone as it does, it sounds as though regularity of the stomach and bowels was something we ought to object to. Then, too, the word "regular" applies better to the functions of the bowels than to those of the stomach. It is an easy matter to say what we don't mean sometimes, and for that reason it is better, when possible, to lay copy aside and allow it to get cold before sending it to the printer. Little errors are easier detected if you will let your productions refrigerate over night before giving them a final reading.

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Herkimer, N. Y.

U. G. Manning:

Enclosed find copy of a mimeograph circular which I am distributing to my own and other people's customers, each in an envelope and personally addressed.

Have seen but few returns from it as yet, perhaps for the reason that they have been out but a few days only.

Yours respectfully,

C. B. ROOT.

This is a circular calling attention to the gang of patent medicine counterfeiters recently unearthed in Chicago. It covers the same ground as the bulletin outlined by the editor of this journal in a recent issue. It will be a first-rate plan for druggists who suffer in any degree from department store competition to give publicity to the fact that these goods were sold almost entirely to department stores. Mr. Root should not look for perceptible returns from a circular of this kind. It is not the sort that brings direct results, but it may have a beneficial influence for all that.

## LAW POINTS FOR BUSINESS MEN.

### Rights on Cancellation of Sale of Merchandise.

The rule is uniformly recognized that a seller of merchandise, who has been induced by fraud to part with his goods, must, if he would reclaim them upon discovery of the fraud, act with reasonable promptitude, and repudiate the contract. The sale, notwithstanding the fraud, stands until the seller repudiates it, and hence affirmative action on his part is necessary in order to avoid it. If he does not elect to disaffirm, the sale remains good, the buyer retaining the property,

and the seller being entitled to the price; but, when he once makes his election, his act is irrevocable, and the status of the title to the property is fixed.

### HOW A SALE MUST BE CANCELLED.

Those rules are thoroughly recognized as general principles; but there is not entire agreement among the authorities as to what the seller must do in order to make a complete rescission. It is a principle generally applicable that one who would cancel a sale, and recover the property, must restore to the buyer anything of value received from him upon the purchase; and it is sometimes held that there is no valid cancellation until this has been done. Other authorities, while recognizing the obligation to return the consideration, hold that there may be a cancellation, such as will entitle the seller to recover the property, although the restoration was not made before the proceeding to retake the property was begun.

The cases in which this has been held have generally been suits by the defrauded seller to recover the goods from a purchaser from the original buyer, in which the objection has been urged that the seller had not rescinded the contract, because he had failed to restore what he had received in the sale; and the courts have replied that this objection could not be urged by any one but the original buyer, to whom restoration was due. This necessarily implies that there may be a rescission, which will authorize a reassertion to title of the goods without previous return of the consideration; for, without rescission, the seller would have no title, and hence could not recover of the second buyer.

### RETENTION OF MONEY DOES NOT AFFIRM THE SALE.

The broad proposition cannot be, therefore, maintained that the mere retention of money or security which the seller has received under the contract of sale is necessarily inconsistent with and fatal to an attempted disaffirmance. There may be a valid cancellation, although the seller, at the time he effects it, has not restored what he received in the sale. If the seller, without having previously ratified the sale, retakes the goods in the assertion of title to them because of the fraud, he repudiates it. If, at the time of such repudiation, he has in his hands something which in the transaction he has received from the buyer, he may or may not be required to restore it, according to the justice of the case; but the fact that he has not already restored it does not, of itself, render nugatory his disaffirmance of the sale.

By the election he takes his position, and the rights of himself and of the other party to the contract must be adjusted in accordance with it. His retention of that which he has received may be only temporary, with the intention to restore it eventually; or it may be, in some cases, that he is entitled to keep it, to reimburse himself for a portion of the goods which the buyer has put beyond his reach.

### A CONTRACT ONCE AFFIRMED CANNOT BE REPUDIATED.

If, however, he once affirms the contract, he cannot afterward repudiate it; and hence, in a controversy for the possession of the property against a second purchaser, the real inquiry is whether there has been an affirmation or a cancellation of the contract.

The taking of the goods is of itself

sufficient evidence of a definite rescission, unless the party has already affirmed, or unless, perhaps, his other conduct is so inconsistent with that conclusion, or so equivocal, that the election to disaffirm cannot be inferred from all of it, taken altogether. When there has been a valid rescission, subsequent conduct of the seller, inconsistent with it, does not have the effect to reinstate the contract. Acts subsequently done in the assertion of claim under the contract are without right, and may be successfully resisted, on the ground that the contract and all rights under it have been put at an end by the rescission.

#### IN CASES OF PARTIAL PAYMENT.

In cases where the entire property has been recovered by the seller there is no difficulty in applying these principles. He cannot have both his goods and the price; and, by retaking the goods, he abandons his right to anything paid or delivered on the price; and, whether he offers to restore it before retaking the goods or not, he can be compelled to give it up, as a condition of his recovery of the goods. But when it happens that part of the goods cannot be recovered, and money or security has been given for part of the price, complications arise upon which conflicting decisions are to be found.

Where a partial payment in money has been made, some authorities hold that, as a condition of the right of recovery of any part of the goods, it must be restored, and that it cannot be retained to compensate the seller for the goods which the buyer has appropriated, and put out of reach. But others, with better reason, hold that, if the vendor cannot recover all of his goods, he is not bound to restore the price of those which he does not get, but may retain as much of the money received as their price represented.

By doing this, he does not affirm the contract, for the reason that he is entitled on a cancellation not only to recover the goods which can be found, but to exact compensation for those which cannot be found; and, having money of the buyer in his possession, which was paid on the goods, he should be allowed to retain it for that purpose. To require him to pay it over, only to recover it, or a like sum, back, would be exacting a vain thing. The principle is applicable to notes, or other collateral security, as well as to a cash deposit.

#### Mirror Advertising.

Nine out of every ten soda fountains have at least one mirror, and instead of leaving them to get fly-specked or covering them up with fly-netting, so as to be of little or no use, why not use them for advertising purposes? Almost every drug store has at least one clerk who can handle a brush. Now, let him come forward and show his talent.

In dressing the mirror first clean it and have it perfectly dry. A very pretty and pleasing effect is obtained, says *The Spatula*, by the use of a liquid called "bottled frost." This, when applied to a mirror and left to dry, will form in many shapes, all radiating from a focus. The frost can be made in the following manner:

Sour ale.....oz. 4  
Magnesium sulphate.....oz. 1

Put on the mirror with a small clean sponge and let dry. It is now ready for the artist, and he may choose his own

colors and subject. Whiting and ammonia make a good white, while Prussian blue and carmine make the colors blue and red. You now have three colors—red, white and blue—that are good ones to show, also good colors to wash off. Of course, we all know that about three-quarters of the customers of the fountain are ladies, and when there is a mirror anywhere around there are but few who do not take advantage of this to see if their hats are on straight or their curls and crimps are in place. In the centre of your mirror clean a circle, a square, a diamond or a star—anything, in fact, so long as it leaves a clean space in which the lady may see if the hat needs adjusting or other minor details. Now, if three-quarters of your mirror are obscured, and the one-quarter remaining is clean, three-quarters of all who glance in your mirror and can see but a small portion of their body are going to investigate and find out the reason why. Now, if on three-quarters of your obscure mirror your artist puts his signs they will be read by the young ladies as they fix their hat pins, by the young man as he lights his cigarette, by the mother as she holds up the baby so as to see its smiling face. Fancy decorations, such as landscapes, fruit or the like, are sure to attract attention. With the clean space in the centre, the sign or name of the article that you wish to put before the public near the top and the decorations at the side or beneath the circle, you have not only an attractive fountain, but a silent partner who conveys to the public your idea in a very taking way. With a change of subject every week, it will become a sort of "Let's-go-in-and-see-what's-new" every time your customers pass the store (and even a stranger will remember you and call on you a second time) until you are known all over your city, not only as a druggist, but as a dispenser of drinks that cannot be beaten. So, taking it all in all, who can say that mirror advertising is not profitable?

#### Odd Fires and Their Causes.

James Wilson, a druggist in Benton, Ky., poured about a pint of alcohol into a graduate, preparatory to mixing a prescription. A friend of his came into the store and turned the graduate over; at the same time he stepped quickly back and stepped on a match, which set fire to the alcohol and store.

During Easter week Morrissey's pharmacy, at the corner of Fulton street and Myrtle avenue, Brooklyn, was the scene of an Easter bonnet blaze. Two young women entered the pharmacy and politely asked the manager to show them the city directory. Both were handsomely attired in varied dresses and pretty Easter bonnets, ornamented with large, wavy black ostrich feathers. The manager escorted them to the end of the soda counter, where the directory is kept. By the light of the cigar lighter they sought to find the desired information.

Suddenly the street door was thrust open by a street gamin, who cried: "Hey, boss, that gal's hat's afire, look!"

Several persons besides the young ladies were in the place at the moment, and hearing the shout of fire, turned hurriedly around ready to spring for the door. An unusual sight met their gaze. The

newly purchased bonnet of one of the women was blazing like a torch. Her companion noticed the burning headpiece at the same time, and uttered a scream as she pointed to the flaming bonnet.

The wearer of the burning bonnet stood still and looked with bulging eyes, while her face became deathly white. The manager ran forward, grabbed the burning bonnet from the frightened woman's head, flung it to the floor and extinguished the blaze with his boots. One of the customers made himself useful by smothering the sparks that fell about the young lady's dress and threatened to set it on fire.

The girl fainted, but quickly recovered. The manager picked up the remnants of the ruined bonnet and handed it to her.

"I am much obliged to you, sir," she said, with some emotion, as she opened the door, "but you ought to put that old directory further away from that nasty cigarette lighter, where it could be looked at without burning up people's hats."

#### Two Inky Ways.

There was a man who advertised  
But once—a single time.  
In spot obscure placed he his ad.  
And paid for it a dime.

And just because it didn't bring  
Him customers by score,  
"All advertising is a fake"  
He said, or, rather, swore.

He seemed to think one hammer tap  
Would drive a nail clear in;  
That from a bit of tiny thread  
A weaver tents could spin.

If he this reasoning bright applied  
To eating, doubtless he  
Would claim one little bite would feed  
Ten men a century.

Some day, though, he will learn that to  
Make advertising pay  
He'll have to add ads. to his ad.,  
And advertise each day.  
E. G. TOWNSEND, *New York Sun*.

#### The George Washington Lamp.

A CARD FROM THE INVENTOR.  
To the Editor.

Sir: If you will allow me, I should like to correct through your columns what may have caused a wrong impression about the Washington light mentioned in the issue of May 10th, with a report of the paper which I read before the Society of Chemical Industry.

The lamp exhibited was a two-burner street lamp and giving 1,000 candle-power; it gives a proportionate amount of heat, but where such a high candle-power lamp would be used the heat would not be objectionable.

In our portable lamp, which has no connection whatever with the tank, the heat, when giving 200 power, is no more than that from an ordinary gas jet, and consequently is adaptable wherever gas is used.

A quart of oil will last seventy hours. Thanking you for your kindness in advance, I remain,

Very truly yours,

CHAS. K. MUNNS,  
July 7th. 20 Wall street, New York.





## M. N. KLINE ANSWERS THE CHARGES OF THE JOHN D. PARK & SONS CO.

### Asserts Right of Association to Report "Cutters."

Swayne & Swayne, the New York firm of lawyers who are looking after the interests of John D. Park & Sons Co. in their suit against the National Wholesale Druggists' Association for alleged conspiracy in restraint of trade, have received the answer of Mahlon N. Kline to the seven suits instituted some time ago in Philadelphia.

The suits, it will be remembered, were brought on the ground that Mr. Kline had wrongfully inserted the names of the complainants, jobbing druggists, in circulars issued by the Committee on Proprietary Goods, and purporting to contain the names of druggists who violate rebate contracts with proprietary manufacturers' members of the association. The point at issue in the seven suits is the allegation that the names of the plaintiffs were wrongly inserted in certain circulars of information sent out by the committee, and especially in a circular dated February 20, 1897. The plaintiffs asked for an order restraining the defendant from continuing to issue such circulars.

In his answer Mr. Kline admits several allegations of the complainants which relate to the object and methods of the Committee on Proprietary Goods. The answer states, however, that the committee did not go further than to furnish information about cutters and did not attempt to force members of the association to cease dealing with jobbers who were reported as having violated their agreements.

The bill of complaint further averred "that, upon sending out the information contained in said circulars, every effort is made by the defendant herein, \* \* \* to persuade and induce the manufacturers who are selling their goods upon the rebate plan not to grant to any one of the persons reported upon as violating their contracts any commission."

In reply to this charge, Chairman Kline, in his answer, admits sending out the circular of February 20th, and says further:

Defendant admits that the Committee on Proprietary Goods makes every effort to persuade the manufacturers who sell their goods on the rebate plan to adhere to their respective contracts with their respective agents, as is correctly set forth in Section 11 of plaintiffs' bill, but the defendant denies the allegation that upon sending out such circulars every effort is made by defendant and the members of the Proprietary Committee to persuade the manufacturers not to grant to any one of the persons reported

upon as violating their contract any commissions. Defendant avers that his duty and the duty of the Committee on Proprietary Goods is fully discharged to the rebate proprietors after they have furnished them with all the information which they have requested concerning the conduct or standing in the trade of those who sell goods as wholesale agents, and which is necessary for them to have in order to enable them to faithfully carry out their terms of sale with their various agents. The defendant further avers that, after the said information is sent to the said proprietors as requested by them, the entire matter is left to each individual proprietor to act in the premises as his own judgment or interests may dictate.

The answer then goes on to deny charges of conspiracy, and concludes by praying that no injunction be issued, and that the action be dismissed.

## NEW TRIAL IN THE LATEST OHIO CASE.

### Judgment of Criminal Court Reviewed.

#### Dr. Limerick Released on Bail.

CINCINNATI, Ohio, July 5.—Dr. O. V. Limerick, the alleged partner of fugitive ex-Health Officer Prendergast, in an attempt to blackmail the Fraser Tablet Company, of New York, is to have a new trial. As had been anticipated in certain quarters the Circuit Court a few days ago handed down an opinion reviewing the case at great length and reversing the trial judge in the Common Pleas Court, where Limerick was convicted a few weeks ago.

It was apparent from the manner in which the Circuit Court judges asked questions when the case was being argued before them a few days ago, that they were much impressed with some of the statements of the counsel, and that they were in doubt about the action of the trial judge in passing on some of the objections made by the attorneys for the defendant when the case was tried in the Criminal Court. In fact, some of the questions they asked were so pointed that it was apparent that they did not believe that the lower court had done what was lawful in a number of instances. This was shown to be true the other day when the opinion of the Court was handed down. The opinion contained an elaborate review of the most important points raised by the defense.

#### The Errors in Ruling in the Lower Court.

The first question considered by the Court was the examination, which was held when Juror Heidkamp was being questioned as to his competency to sit as a juror. He said that he had

formed and expressed an opinion as to the guilt or innocence of the accused. The Circuit Court laid stress upon the fact that the law requires that the grounds of an opinion of a juror shall be examined into by the Court. That was not done in this case. In fact, the judge did not touch that question at all. It was necessary that that be done so that it could be ascertained whether he had talked with the prosecuting witness, or whether he had read the sworn testimony of that witness at the preliminary trial. Instead of limiting the examination, as was done in this case by the judge, he should have endeavored to have it clearly appear what the grounds of the opinion of the juror were. This should have been done, notwithstanding that the juror said he could give the accused a fair trial when he had an opinion. The Court, therefore, erred in overruling the challenge to the juror for cause.

#### Inadequate Proof of Conspiracy.

Another point passed upon by the upper court was as to the conspiracy between Prendergast and Limerick, which, it was alleged, existed. As to the conversation between Crocker and Fraser over the telephone, in which Crocker said he feared he would be arrested because Prendergast told him that something was wrong with the tablets. That conversation, the Court said, was held in the absence of Prendergast and Limerick. The Court said that the testimony was certainly not admissible as to Limerick, the only one of the two alleged conspirators who was on trial. The trial judge allowed the testimony to go in on the ground that there would be subsequent proof by the State that a conspiracy existed. The testimony would not have been competent even if it had been proved afterward that a conspiracy existed. It was held by the Circuit Court that it should have been proved first that a conspiracy existed, so that the Court would have been satisfied that there was *prima facie* evidence that there was a conspiracy apart from the acts or conversation of one to bind the other. While the order of testimony going to the jury is largely a matter of discretion with the Court, yet that discretion must be made a legal and proper one, and not prejudice the rights of the parties, and it would be prejudicial to show the acts of one person without first connecting the other one with him. There were other conversations by Prendergast with other persons when Limerick was not present, and of which he was not shown to have any knowledge. The conspiracy must be shown first before the acts of one conspirator can bind the other. The Court erred in allowing the proof to go in as it did.

#### Error in the Judge's Charge.

As to the charge of the Court on some points the Circuit also says there was error in his assertions as to the State showing that the accused could be convicted if he had accused the prosecuting witness of any crime punishable by law. The proof must be as to his accusing the persons of the crime charged in the indictment and not as to any crime he may have committed. For all these reasons the judgment below was reversed.

#### Dr. Limerick Has Been Released

on a \$1,500 bail bond, signed by J. R. Kinsley, the well-known Sixth street silver-plater.

## NEW WHOLESALE FIRMS.

## At Denver, Col., and Binghamton, N. Y.

The drug stock of the defunct firm of J. J. Reithmann & Co., Denver, has been purchased by Edward C. Smith and W. A. Nelden, who have formed the firm of Smith & Nelden, to do business in Salt Lake City. Of the two partners, Mr. Smith is a member of the C. D. Smith Drug Company, of St. Joseph, Mo., while Mr. Nelden is connected with the Nelden-Judson Drug Company, of Salt Lake City.

The wholesale stock of A. Corbin & Son, of Binghamton, N. Y., has been purchased by Charles H. Loveland, of that city, who has organized a stock company, capitalized at \$24,000. He has associated with him Rodney J. Knapp, of this city, and C. P. Knapp, of Deposit, and the title of the new company will be the Elk Drug Company. It will do a strictly wholesale business in drugs and medicines, and its manufacturing department will be under the direction of William Munson, an expert chemist. The company has erected a new five-story brick building, and expects to be doing business by the middle of this month.

## DR. SCHNEIDER GETS THE POST.

## Succeeds Kraemer as Professor of Botany and Pharmacognosy at Northwestern University School of Pharmacy—Davoll vice Nagelvoort, Resigned.

Dr. Albert Schneider and David Lake Davoll have taken the places, respectively, of Professors Henry Kraemer and J. B. Nagelvoort in the Faculty of the School of Pharmacy of Northwestern University. Our readers will remember that upon the death of Professor John M. Maisch, the Philadelphia College of Pharmacy elected Edson S. Bastin, of the Northwestern University School of Pharmacy, his successor, and when Professor Bastin died, his successor, too, was taken from the School of Pharmacy of Northwestern University.

Dr. Schneider was born at Granville, Ill., in April, 1863. His general education was received at the Northern Illinois Normal School, of Dixon, Ill., and in the universities of Minnesota and Illinois and Columbia University, New York. He has taken, in turn, the degrees of Bachelor of Science, Master of Science and Doctor of Philosophy, the last-named degree being conferred upon him this year by Columbia University. He is also a graduate in medicine of the College of Physicians and Surgeons of Chicago (1887).

Dr. Schneider's special field of work is botany, and of late pharmacognosy. The number of scientific papers from his pen which have been published is great. These papers are, for the most part, of

a special technical character, and have been published in the Bulletin of the Torrey Botanical Club, the Botanical Gazette, American Monthly Microscopical Journal, Science, American Naturalist, Agricultural Science, Berichte der Deutschen Botanische Gesellschaft, Journal of Pharmacology, AMERICAN DRUGGIST and other scientific journals. The subjects upon which he has written include: Observations on Some American Rhizobia; The Influence of Anaesthetics on Plant Transpiration; Contribution to the Probable Biology of Plasomen; The Morphology of the Root-Tubercles of the Leguminosae; Rhizobia and Free Nitrogen Assimilation; Mutualistic Symbiosis of Algae and Bacteria with *Cycas Revoluta*; The Biological Status of Lichens, etc. His thesis for the Doctor's degree is a complete text-book on Lichenology, just published.

He is the translator of Westermier's Compendium der Allgemeinen Botanik (John Wiley & Sons, New York, 1896). During the past year as a member of the Research Committee of the Committee on Revision and Publication of the Pharmacopoeia of the United States, he has prepared and published extensive papers on The Comparative Anatomy of the Roots of *Rio Ipecac* and *Carthagenia Ipecac*; A Comparative Study of True Mace and Wild Mace; Senna and its Adulterants; Yerba de Manzo; the Younger and Older Leaves of *Eucalyptus Globulus Jaborandis* and their more Common Adulterants; An *Asarum* Confounded with *Asarum Canadense*, and a series of papers entitled, "Microscopical examination of drugs and their adulterants," which are being written for the AMERICAN DRUGGIST.

Professor Schneider, in addition to his broad education, remarkable capacity for work and enthusiasm in his special scientific field, possesses a most genial character, and has proven himself to be a fine teacher and an excellent lecturer. Among the few men thoroughly trained and now engaged in the teaching of pharmacognosy in this country, Professor Schneider will occupy a conspicuous place, and we shall undoubtedly have the benefit of many additions to science from him.

## PROFESSOR DAVOLL.

David Lake Davoll, B. Sc., Ph. C., has been appointed Assistant Professor of Applied Pharmaceutical Chemistry in the School of Pharmacy of Northwestern University, vice J. B. Nagelvoort, resigned. Mr. Davoll was born in Amesbury, Mass. After having finished the classical High School education, he entered upon the study of pharmacy at his native town, then attended lectures at the Massachusetts College of Pharmacy, was engaged as a prescriptionist with Melvin & Badger, of Boston, and later attended the School of Pharmacy of the University of Michigan, from which he graduated in 1893. He was Assistant in Qualitative Analysis in the Medical and Dental Schools at Ann Arbor for a period of two years, conducting lectures and laboratory work. Next he was First Assistant to Dr. Schwickerath in the Research Chemical Laboratory of Parke, Davis & Co., of Detroit. In 1896 he was appointed Instructor in the School of Pharmacy in the University of Michigan, to be associated with the Professor of Organic Chemistry, Dr. Albert B. Prescott. During the years 1896-97 he conducted the laboratory classes in Organic Synthesis

and Investigations, with lectures and laboratory work upon Plant Analysis, Drug Assaying, Food and Sanitary Analysis and Toxicology. Mr. Davoll is an exceptionally successful, efficient and popular teacher, and enjoys the friendship and respect of all with whom he has been associated. His selection to the post in the School of Pharmacy of Northwestern University is like that of Dr. Schneider, a clear case of the right man in the right place.

## PENNSYLVANIA ASSOCIATION MEETS UNDER PROF. REMINGTON.

## Well-Attended Meeting at Delaware Water Gap.

The Pennsylvania Pharmaceutical Association met in annual session for the twentieth time, on June 22d to 25th, the meeting being held in the Kittating Hotel, Delaware Water Gap. The attendance was good. The first day's session was taken up principally with the address of the president, Prof. J. P. Remington, who congratulated the Association upon the success attending their exhibition of official and National Formulary preparations at the Pittsburg meeting of the State Medical Society this year. It was the settled purpose of the Association to induce the physicians of the State to use exclusively in their practice medicines of known composition. Through the influence of delegates from the Pennsylvania association, the State Medical Society had incorporated in their by-laws a provision excluding secret preparations from their exhibition.

The remainder of the session was devoted to routine business, including the receiving of reports of officers and committees.

The following day the reading of the reports of the committees and of delegates to the Pharmaceutical and Medical Association and the election of the officers was taken up.

The officers elected to serve during the ensuing year are: President, J. H. Redsecker, Lebanon; first vice-president, J. H. Knouse, Harrisburg; second vice-president, William L. Cliff, Philadelphia; treasurer, J. L. Lemberger, Lebanon; secretary, J. A. Miller, Harrisburg; Executive Committee, G. W. Roland, Wilbur F. Horn and C. H. Hays. It was decided to have the next meeting at Buena Vista, Franklin County, the date to be fixed later. F. B. Fleming, of Shippensburg, was chosen by the convention as local secretary.

## PHENACETINE STIRS UP A TEMPEST.

The Committee on Adulteration reported that they were unsuccessful in every effort to obtain a new law against this practice. There was also a spirited discussion regarding the practice of buying phenacetine through other channels than those authorized, who charged more for what is represented to be the same article, and hence sell it for less. This report was considerably discussed, and it was made apparent that the association objected to the protection which the pres-

ent copyright laws give to the manufacturers who try to sell a well-defined drug and a well-known chemical under a fancy name. To amend the state of affairs, F. W. E. Stedman moved that the Association secure the co-operation of the American Pharmaceutical Association and the American Medical Association in an effort to have the copyright laws of the United States on definite chemical compounds revised. During the closing hour of the Association the phenacetine question created considerable discussion, and the Association took action, which will be of great interest, not only to the druggists of this State, but to the druggists of the entire country.

#### A MEMBER SHOWS FIGHT.

One of the members who has been sued by the holders of the patent for the United States on phenacetine, was asked to make an affidavit admitting the purchase of some from the Canadian firm, and include in the affidavit a promise that in the future he would not deal in any other than that sold by the licensees for the United States, to pay 50 cents an ounce for all purchases elsewhere and \$50 to reimburse the plaintiffs for the expense to which they were subjected. This, the member states in his communication to the Association, he had been instructed by his attorneys to refuse, and he has now been notified to appear in the United States Court, in Pittsburg, to answer suit which has been brought by the New York law firm representing the plaintiffs.

#### BACKED BY THE ASSOCIATION.

He asked the Association to vote the sum of \$100 toward the fund to be used in the procuring of a legal decision upon this much-vexed question, and the Association finally passed a resolution pledging this sum to a fund, provided plaintiffs pressed the suit to a final decision. It was manifest throughout the session that the druggists are becoming exceedingly restive under the present condition of affairs relating to phenacetine and other patent chemical compounds of known composition, and it was voted that steps be taken to induce, if possible, the American Pharmaceutical Association in conjunction with the American Medical Association to procure a modification of our patent and trade-mark laws, so as to render it impossible for it to continue in the future.

#### PAPERS OF PHARMACEUTICAL INTEREST.

Dr. Adolph W. Miller's paper on the "Flora of the Bushkill Falls," of which a full synopsis appeared in the preceding issue of the AMERICAN DRUGGIST, was received with every mark of interest and approval. The next paper was on "The presence of corrosive sublimate in calomel," by Lyman F. Kebler.

The reply to the query, "Should drug store experience in pharmaceutical education precede or follow a college training?" created much discussion, and some of those present urged that the clerks should have at least one year's experience before they took up the study of pharmacy. The query, "Should druggists study medicine?" was answered in the affirmative, as the two professions are closely allied to each other.

#### BORAX IN COLD CREAM OBJECTIONABLE.

F. W. E. Stedem presented a paper on "Cold Cream," which was as follows: "Since the last revision of the United States Pharmacopoeia many complaints

have been made by the physicians as to the deterioration of ointments of metallic oxides and other medicinal substances, when made with Unguentum Aqua Rosae as the unctuous vehicle. The cause of these rapid changes is due to the admixture of a small per cent of borax, which has been added because of its saponifying the oil of almond partially and thereby holding the rose water in suspension all the more readily. My experience with both formulas has led me to the firm conviction that the change to the use of borax was a very unwise one, for many reasons. The first objection is illustrated in a series of ointments of various mercurials in daily use, and the results are, on inspection, obvious. These preparations were made on May 10, 1897, a little over a month ago, and in all cases one would be unable to recognize the mixtures. The preparation of ointment of yellow oxide of mercury is particularly objectionable, and its unsightliness is not the least of its failings. This ointment is frequently ordered by physicians for use on the eye, and when made with official cold cream, is totally unfit for such use, because of the terribly irritating properties of the reduction product. It is not the desire of the writer to prolong the line beyond submitting these specimens, including an ointment of yellow oxide of mercury. It is a question as to whether the change from the Pharmacopoeia of 1880 was made in deference to a demand from those who are simply unwilling to work hard in an effort to get a good or fit preparation. There is no difficulty in making a good and sightly mixture by the old process when worked right and long enough. It would be much better to drop the preparation entirely from the Pharmacopoeia than to continue it and make it necessary for us to keep both preparations in stock, for the reasons given before."

Prof. C. B. Lowe's paper on "Rocks and Shoals of Pharmacy" was very interesting, and it contained considerable information. In regard to the various pharmacy bills before the Legislature comments were heard freely, but nothing definite was done in the matter. There were a number of other papers read, all of which were referred to the respective committees. During the intervals the Entertainment Committee took charge of many of the visitors and gave them a good time.

The following pharmaceutical associations were represented: John Hancock and Dr. Henry P. Hynson, of Baltimore, representing the Maryland State Pharmaceutical Association; Fred. B. Kilner, Henry Thornton and L. L. Stachle, of New Jersey, representing the New Jersey Association; M. N. Kline, Joseph Lemberger and J. H. Redsicker, Philadelphia College of Pharmacy, Mr. Kline representing the Wholesale Drug Association; C. B. Lowe, Joseph England and F. W. E. Stedem, the Alumni Association of the Philadelphia College of Pharmacy.

The reports of Dr. J. A. Miller, secretary of the Association, and Joseph L. Lemberger, treasurer, were read and approved. Gratification was expressed by the members as to the sound financial condition of the treasury and the increase in membership, which has now nearly reached the 500 mark.

On the first evening an interesting illustrated lecture by Prof. C. B. Lowe, was given, after which an amusing spelling bee followed.

## Opposing the Three-Cornered Vial Laws.

DETROIT, Mich., July 5.—Parke, Davis & Co., Detroit, are making a hard fight against the bill in Congress requiring that all poisons sold in the District of Columbia shall be put in three-cornered bottles. C. C. Cottrell, the Washington representative of that company, has labored hard to convince the statesmen that the bill is a bad thing, and that the law would work a great deal of hardship. He sets forth that Parke, Davis & Co. put up strychnine, opium and other poisons in tablets, elixirs, pills and other forms, and that rather than go to the trouble and expense of putting all these preparations in triangular packages they will give up their trade in the District of Columbia, so that the great men of the nation who want to poison themselves will have to use some other firm's three-cornered poisons. They also claim that it would make confusion, as some harmless preparations are already put up in triangular bottles, and the people would be afraid to use them.

## Americans in London.

Wm. R. Warner was recently in London, en route for the medical congress at Moscow, and the *Chemist and Druggist* took occasion to print his portrait and a brief sketch of his career, taken from the *New York Financier*.

Beril Good's name figured frequently in the cable news of the jubilee celebration, and from the reports sent he undoubtedly enjoyed unusual opportunities for seeing the most interesting features of the celebration.

## Sunday Closing in Massachusetts.

BOSTON, June 20.—A few Bay State pharmacists believe in curtailing business on the Sabbath day as much as possible. Some who have tried the experiment find that it does not affect business detrimentally. One of these is C. L. Davis, Ph.G., of Newburyport. On Sunday his store is open for a short time in the morning, noon and night, and then only for the sale of medicine. With this store the movement is more than an experiment, for it has been in force several years, and Mr. Davis states that during that period his trade has steadily increased. Connolly & Davis, with stores in Dorchester, have tried Sunday closing and believe it to be a success. Reeves Bros., of Cambridge, who have recently opened a second store, have decided to test Sunday closing in this new establishment. Only medicines will be sold on the Lord's day, and these can be procured only by ringing the night bell. If the experiment meets the approval of Cambridge citizens, it is the intention of the concern to close the other store at Putnam Square. Mr. Reeves will sell no liquors in the new store.

In the United States Circuit Court, June 3d, before Judge Brown and a jury, was begun the trial of the action brought by Charles A. West, of West & Jenney, against G. C. Kilgore, of Belfast, Me., to recover \$25,000 damages for alleged false representations which defendant is alleged to have made, and which induced plaintiff to buy from him 100 shares of stock in the Dana Sarsaparilla Company at \$1.400 a share.



### The Tax on Antipyretics.

A proposed provision in the new tariff which has for its main object the protection of American patentees, more especially the manufacturers of coal-tar products, was the subject of a conference at the Custom House on June 15, which was participated in by J. J. Couch, the Acting Collector; Colonel Dudley F. Phelps, the Deputy Collector in charge of the Law Division, and Walter H. Bunn, the Appraiser of the Port. The proposed act was referred to the Secretary of the Treasury by the Finance Committee of the Senate. Secretary Gage turned it over to the customs officials of this port for an opinion as to its practicability. The act directs that the collector of the port of entry shall take and retain samples of any product brought into the United States, and shall keep them for one year, together with the customs papers, so that American manufacturers may be enabled to ascertain whether or not their products have been infringed upon. It is asserted that certain German and Swiss manufacturers of drugs, like phenacetine, antipyrine and like mixtures, have for a long time infringed on the rights of domestic manufacturers, and have smuggled in large quantities of these drugs, selling them at prices far below the market price. No decision was reached, but it was the opinion that not only will the act, if it becomes a law, add materially to the already arduous duties of the customs officials, but will also enable unscrupulous merchants to get the inside track of the business of their foreign competitors, many of whom are of the highest standing.

### Victor Kostka Dead.

In the death of Victor Kostka, the president of the German Apothecaries' Society, of New York, and a prominent member of the College of Pharmacy of the City of New York, the German-speaking druggists of New York have lost a staunch advocate and a faithful friend. He died Monday, July 5, at his home in this city from hemorrhage, following a long siege of sickness, attributed to an acute form of disease of the kidneys. The deceased was a native of Polish Prussia, having first seen the light at Posen in 1853. He was apprenticed to an apothecary in his native town at an early age. Shortly after his marriage he emigrated to the United States, his first occupation in this country being as prescription clerk with Gustav Pfingsten at Forty-second street and Second avenue. He later entered business on his own account at Forty-eighth street and Eighth avenue, which he conducted successfully up to the time of his death. The funeral services were held from the residence of the family, 339 West Forty-eighth street, on July 7th, at 1 p. m., and were largely attended by the members of the New York Deutsche Apotheker Verein and friends of the family. He is survived by a widow and four daughters, Mrs. Julia Schaefer, and the Misses Frieda, Hilda and Valeska Kostka.

### Mr. Elliott Off for Europe.

A large party of friends and acquaintances gathered at the French Line dock on Saturday, July 3d, to bid *Bon voyage* to Ashbel R. Elliott, the president of THE AMERICAN DRUGGIST Publishing Co., who sailed on that date on the La Touraine, accompanied by his wife, for

Havre, France. Their itinerary comprises a ten days' stay in Paris, a trip through Switzerland, the North of Italy, Austria-Hungary, Germany, Belgium and the Netherlands. After a short stay in the Hague, boat will be taken to Hawich, England, and a tour will be made of the English Midlands, after which two weeks will be spent in London. Mr. and Mrs. Elliott are expected home some time in September.

### Home News from Afar.

#### AFRAID OF MAL DE MER?

It is said that, in recognition of his splendid work on behalf of the Republican party during the course of the recent campaign, George J. Seabury, of New York, has been offered the refusal of several foreign embassies. The "powers that be" were much impressed with Mr. Seabury's faculty for organization and the exceptional executive ability he displayed in affairs political prior to the now historic election. The embassies placed at Mr. Seabury's disposal included such important courts as those of Austria, Italy and Switzerland. So far, however, Mr. Seabury has withstood all inducements to "wander from his own fireside," as the old song has it, and he believes, like the sturdy citizen he is, that America is good enough for him—first, last and always. It may be added, incidentally, that the mayor of the city of New York, as chairman of the Grant Municipal Inaugural Committee, appointed Mr. Seabury a member of the Grant Monument Municipal Inaugural Committee; also a member of the special committee on decoration and platforms. —*New England Druggist.*



HOTEL LAFAYETTE, LAKE MINNETONKA, MINN.

Meeting place for the Forty-fifth Annual Convention of the American Pharmaceutical Association.

## NEW YORK STATE DRUGGISTS WILL RALLY AT MANHATTAN BEACH.

### Attractive Programme for the Annual Meeting of the New York State Pharmaceuti- cal Association.

#### A Large Attendance Promised.

**T**HE following additional circular of information and programme of the forthcoming meeting of New York State druggists at Manhattan Beach has been issued by the Committee of Entertainment:

*To the Members of the N. Y. S. P. A.:*

On all the Atlantic Coast there is no more famous resort than Manhattan Beach. Here will be found visitors from every section of the Union enjoying the ocean breezes, the surf bathing, the music, the opera, the fireworks and the exquisite cuisine of the Manhattan Beach Hotel, not to speak of the boating and fishing of Sheepshead Bay. Here, where every breath is a tonic and mere existence a pleasure, you are invited to meet this year.

You will be welcomed on arrival at Manhattan Beach or Sheepshead Bay by members of the Reception Committee, who will furnish any desired information and guide you to such hotel as you may have selected.

#### HOTEL ACCOMMODATIONS.

Special rates have been made at the Manhattan Beach Hotel of \$2 per day for single rooms, or \$3 per day for rooms with two persons in each room. For rooms facing on the ocean the rate is \$3 and \$4 respectively. These prices are for room only. Where two or more order together, meals may be had at the hotel restaurant at from fifty cents upward for each person.

At Sheepshead Bay, some fifteen minutes' walk or five minutes' ride from the beach, single rooms can be obtained at \$1 per day and meals at fifty cents each, or room and meals on the European plan at \$2 to \$2.50 per day.

It will be impossible to secure accommodations for large parties under one roof at Sheepshead Bay. Visiting members desiring accommodations should at once authorize the local secretary to engage rooms for them, giving full details as to the character of accommodations required, whether for gentlemen or for ladies, etc. The address of the local secretary is Adrian Paradis, 191 Fulton street, Brooklyn, N. Y.

#### ENTERTAINMENTS.

An Auxiliary Committee on Entertainment has been formed by the ladies of Brooklyn, who will see that visiting ladies are agreeably entertained during the sessions of the association, as well as at other times. Besides the general entertainment provided by the surf bathing, the boating and the fishing, the local committee have prepared a programme embracing the following special features:

**TUESDAY, JULY 13.** 10.30 a. m.: Address of welcome by the Hon. Frederick W. Wurster, Mayor of the city of Brooklyn; 8.30 p. m.: President's reception.

**WEDNESDAY, JULY 14.** 2.00 p. m.: Trolley ride for ladies to Bergen Beach and North Beach; 8.30 p. m.: Progressive euchre party at Manhattan Beach Hotel, with handsome prizes for the winners.

**THURSDAY, JULY 15.** 12 m.: Take special train for Maltine Mfg. Co. laboratories, where luncheon will be served. The gentlemen will then return to Manhattan Beach for the afternoon session, while the ladies will take coaches for a drive through Prospect Park and the Boulevard; 8.00 p. m.: Grand spectacular display at Pain's fireworks, with scenes from the Graeco-Turkish war; 9.00 p. m.: De Wolf Hopper in "El Capitan."

**FRIDAY, JULY 16.** Sail on the steamer Myndert Starin up the Hudson to Grant's Tomb, and then up the East River and the Sound to Glen Island, where a genuine Rhode Island clam bake will be served. The schedule for this trip is as follows: 8.15 a. m., leave Manhattan Beach; 8.18, leave Sheepshead Bay; 8.30, leave Bay Ridge on steamer Myndert Starin; 9.30, leave foot of South Sixth street, Brooklyn; 10.15, leave foot of West Twentieth street, New York; 12 noon, leave South Sixth street, Brooklyn, arriving at Glen Island at 1.30 p. m. Leave Glen Island at 5 p. m., arriving at East Thirty-second street, New York, about 6.30, and at South Sixth street, Brooklyn, at 6.50 p. m.

#### How to Reach Manhattan Beach.

Below will be found outlined the most direct and convenient routes to Manhattan Beach from the various depots at which members will arrive on reaching New York city.

#### ROUTES FROM RAILWAY DEPOTS.

**LEHIGH VALLEY, NEW YORK, SUSQUEHANNA & WESTERN.** Arrive at Jersey City; take ferry to Cortlandt street, Belt Line horse cars to Whitehall street, thence ferry via Bay Ridge to Manhattan Beach.

**N. Y. L. E. & W., N. J. & N. Y. NORTHERN of N. J.** Arrive at Jersey City; thence same as Lehigh Valley.

**D. L. & W.** Arrive at Hoboken; take ferry to Barclay street, Belt Line cars south to Whitehall street, ferry via Bay Ridge to Manhattan Beach.

#### ROUTES FROM STEAMER LANDINGS.

Visitors arriving by Hudson River steamers should take Belt Line horse cars, or elevated trains south to Whitehall street, and ferry via Bay Ridge to Manhattan Beach.

#### SHEEPSHEAD BAY.

Visitors desiring to stop at Sheepshead Bay should take either of the routes directed above and stop off at Sheepshead Bay, which is the last station on the railroad before reaching Manhattan Beach.

#### A RECEPTION COMMITTEE.

Members will be received both at Sheepshead Bay and at Manhattan Beach by a Reception Committee, the members of which may be distinguished by their badges.

#### BAGGAGE.

Send baggage by local express from railway depot direct to Manhattan Beach.

All the indications point to a large attendance, and the meeting promises to be one of the most interesting and valuable of any previous gathering. Representative members of the association in all parts of the State have signified their intention to be present. Druggists who have not yet communicated with the local secretary, Adrian Paradis, 191 Fulton street, Brooklyn, N. Y., should do so at once in order that suitable accommodations may be secured in advance.

#### Dr. Rusby Sails for Kew Gardens.

On July 6th Dr. H. H. Rusby, professor of botany and materia medica at the New York College of Pharmacy, sailed on the steamer Havel for London, via Plymouth. Dr. Rusby will go direct to the Royal Herbarium at Kew, where he proposes to complete the determination of the Bolivian botanical collections of Miguel Bang and himself, the Venezuelan collections of Mr. Squire and himself, and he will also determine a number of Trinidad plants belonging to the Canby Herbarium of the New York College of Pharmacy. As soon as this task is accomplished, he will return, and hopes to reach this city about the middle of August, when he will at once take up the work of preparing his lectures for the next session of the New York College of Pharmacy and of Bellevue Hospital Medical College, where he has recently received the appointment of professor of materia medica.

#### A Just Reward.

At the annual commencement of the University of Michigan, held July 1, 1897, the honorary degree of master of pharmacy was conferred upon Maurice A. Miner, Ph.C., the assistant professor of pharmacy in the School of Pharmacy of Northwestern University.

#### Admitted a Partner.

It is announced that Albert H. Tatum has been admitted a partner in the firm of Whitall, Tatum & Co.

#### A Large Order.

The Paris Medicine Co., of St. Louis, has just placed what is probably the largest order of the kind ever entered by a firm. Their contract calls for one hundred million tablets of Bromo-Laxative Quinine, to be delivered during the year 1897. Parke, Davis & Co. received the order, and it was secured through their representative at this point, Fred J. Carter.



D. Watt & Son, Little Falls, N. Y., are opening a branch store at that town.

Chas. E. England, the genial and pleasant manager of the drug firm of John H. Sheehan & Co., Utica, N. Y., is still confined to his bed.

The retail drug store of Dr. Charles H. Duffy at 1973 First avenue, New York city, has been discontinued since the first of June.

B. G. Kraft, the popular Harlem druggist, will be in camp at Peekskill for a week, from July 3d to July 10th, with the Seventy-first Regiment, of which he is hospital steward.

Henry C. Roth, N. Y. C. P., '81, has moved the contents of his drug store from 255 Sixth avenue to his other store, at the corner of Fourteenth street and Seventh avenue, New York city.

A new drug store will be opened very shortly at 155 Broad street, Stapleton, S. I., by Abram Ansheles, who was for the past five years the head clerk at William Olliffe's pharmacy, 6 Bowery, New York city.

A new drug store has recently been opened on Broad street, opposite Military Park, Newark, N. J., and is known as the Kinsey & Champlin Drug Co. It is under the management of J. L. Kinsey and Frank Smith.

Mr. Vetter, the head clerk at A. P. Kerley's pharmacy, corner of Seventieth street and the Boulevard, New York city, is spending his two weeks' vacation, from July 3d to July 17th, with his parents at Portsmouth, Ohio.

A remarkable number of repetitions of one prescription was recently reported by Druggist C. P. Gorrig, of Wyckoff and Nevins streets, Brooklyn, who put up a liniment eight consecutive times in one day for the same customer.

Fendler's pharmacy, which moved on the first of May from Forty-second street and Broadway to Madison avenue and Forty-second street, New York city, will again change its location, the new place of business to be at the corner of Thirty-seventh street and Broadway.

Howard Kirkland, superintendent, and Irving McKesson, son of the senior member of the wholesale drug firm of McKesson & Robbins, spent the week from June 19th to June 26th, in camp at Peekskill, N. Y., with the Seventh Regiment, N. G., of which they are members.

Abraham Leuschner, N. Y. C. P., '81, for the past ten years head clerk at Thomas Latham's pharmacy, corner of Seventy-fifth street and Third avenue, New York city, has resigned, and is now the prescriptionist at Blumberg's pharmacy, at Seventy-ninth street and Third avenue, this city.

V. Vincent Barber, lately in the employ of J. H. Coleman, druggist, at 380 Broad street, Newark, N. J., will devote his time and attention to Herman W. Atwood's interests at his pharmacy in Long Branch, N. J., for the summer season. Mr. Barber is a graduate of the Ontario College of Pharmacy.

F. W. Carpenter, of the retail drug firm of Carpenter, Wallington & Co., pharmacists, at the corner of Seventy-sixth street and the Boulevard, New York city, is mourning the death of his father, who died on Sunday, June 27th, at Peekskill, N. Y., after a lingering illness. He was sixty-nine years of age.

Clarence O. Douden, N. Y. C. P., '84, pharmacist, at the corner of Gates and Evergreen avenues, Brooklyn, will enjoy a two months' respite from business, by taking a trip to Europe. He sailed on Saturday, July 3d, on the City of Rome, and will visit England, Scotland, France, and the Netherlands before he returns.

F. F. Mykrantz, of the drug firm of Van Wyck & Mykrantz Bros., at Tompkins avenue and Fulton street, Brooklyn, has just returned from a four months' trip through the South and West in the interest of "Champagne-Mist," a summer beverage, of which his firm is proprietor. He also visited his parents in Nebraska, while West.

William Weis, the well-known pharmacist, of Thirty-fourth street and Seventh avenue, New York city, sailed for Europe on Wednesday, July 7th, on the steamer Germanic, of the White Star Line. He expects to remain abroad for about three months, during which time he will visit England, France, Germany and Switzerland.

R. N. Gregory, formerly in the retail drug business for himself at 309 Fourth avenue, New York city, which business he sold recently to the Washburn Drug Co., has gone back to his former employers, Riker & Son, at Sixth avenue and Twenty-second street. The Washburn Drug Co. has recently moved to Forty-second street near Broadway.

J. W. Batchelder, for the past month receiver of Bernard's pharmacy, corner of Third street and Sixth avenue, Brooklyn, was discharged by the court on Monday, June 28th, having completed his duties satisfactorily. The store is now owned by Melchior B. Diepenbrock, and is under the management of John Winters.

John Albert, Jr., N. Y. C. P., '80, druggist, at 225 First avenue, New York city, was one of the participants of the Saengerfest at Philadelphia during the three days' festival in the latter part of June as a member of the Beethoven Singing Society. Mr. Wagner, of the Stein Drug and Cosmetic Co., Twenty-seventh street and Sixth avenue, also attended the celebration.

Benjamin T. Fairchild, of the firm of Fairchild Bros. & Foster, has been salmon fishing in Canada, and several of his New York city friends testify to his skill as an angler. William Hull Wickham, of the firm of McKesson & Robbins, is a witness of the fact that one of the fish caught by Mr. Fairchild weighed forty pounds and measured thirty-five inches, as that was the size of the specimen sent him.

#### EIMER & AMEND INCORPORATED.

Among the companies incorporated by the Secretary of State on July 6 was Elmer & Amend, of New York. The directors are: B. G. Amend, O. P. Amend, Robert F. Amend, and others, of New York, and the capitalization \$1,000.

#### AN EPISODE OF DRUG STORE LIFE.

The Breen Pharmacy at 135th street and Seventh avenue, New York, conducted by T. B. Breen, is one of the best known of the uptown pharmacies and Mr. Breen has an enviable reputation as a dignified, courteous and pleasant gentleman, who is popular among all classes. The following humorous account of an episode that took place in his store will be read with amusement by his former classmates of the class of '92, N. Y. C. P. We find it in the New York "Journal":

"Hello! is this Breen's?"  
 "Yes."  
 "Well, put Breen on here."  
 "Is this you, Breen?"  
 "Yes."  
 "Well, hurry a boy around to my house. Write a note and tell her to get dinner early, and dress for the theatre. I will be up with the tickets."  
 "All right."  
 "Thank you."  
 "You're welcome."  
 "Goodby."  
 "Goodby."

Mr. Breen hung up the telephone receiver, sat down at his desk and wrote a note to his customer's wife. Eddie Strong, his clerk, had just finished a loving letter to his best girl, which

he stuffed in his inside coat pocket. The precious missive was in one of the firm's envelopes and had not been addressed.

"Here, Ed! Hurry around with this note to Mr. Rodaa's house. He lives at 213 West 135th street," said Breen.

The letter was not addressed. Ed tucked it away in his pocket and started from the drug store at 135th street and Seventh avenue. The note was delivered in person to Mrs. Rodaa. She opened it and read the following:

"My darling Laura: Please forgive me for writing this mean little note this afternoon. But, love, how lonesome I feel! How gladly my heart yearns for you. It makes me feel good to write to you. Oh! how I wish you were with me. I will do my best to win your love, sweet one. I think only of you, dearest. Please may I stop now? I wish your sweet little hand was on my head and your head on my shoulder. Your true lover."  
 ED.

It was just about half an hour later when Mrs. Rodaa arrived at the drug store armed with the letter. She was indeed very angry. She wanted an immediate apology. Mr. Breen read the letter and told the woman to be seated for a few moments as his clerk was out.

Ed had addressed the other letter and sent it by a little boy to his girl. Ed's girl was puzzled and hurried to the drug store for an explanation. But Ed arrived first. He read his own letter and blushed a deep crimson. He was trying to explain when a modest little girl appeared. Ed tried to beckon to her to go out. She did not understand. She came forward and got right into the trouble. She had Mr. Breen's letter.

The mistake was explained and the maid and matron left quite happy, but somewhat confused. Mr. Breen has instructed his clerk to be more careful in future about the distribution of letters.

#### State Board Secures Conviction.

LONG ISLAND CITY, L. I., June 23.—Before Justice Gaynor, in the Queens County Supreme Court yesterday, a jury found John J. Hinch, a small grocer in the Sunnyside section of the city, guilty of violation of the New York State Pharmacy law in selling medicine without a license, and rendered a judgment of \$50 in favor of the State Pharmacy Association, one-half of which goes to the county. Ella A. Eaton, employed by the State Pharmacy Association, was the only witness for the prosecution. She testified to visiting the grocery store on August 19, 1896, and purchasing a package of Rochelle salts and a bottle of paregoric. The witness, Eaton, identified Hinch as the man who sold her the drugs.

#### WESTERN NEW YORK.

##### Department Store War in Buffalo.

BUFFALO, July 8.—There is one topic that just now interests the city druggists more than all others, and that is the war on the department stores. Besides their co-operation with the Single Trade Association of the city, they are now engaged in circulating literature on the subject. They are buying by the thousand the circulars written and published by C. G. Hargar, Jr., of Syracuse, and putting them into the hands of the people in every possible way. They are very much in earnest, and they may well be, for their future consists in their ability to cut the claws of the department store "tiger," as the circular calls the enemy. I find the wholesale druggists quite as much worked up over the matter as the retailers. One of them said to me to-day that there was need of work all along the line.

"It is the moral influence that is going to do the work," said he. "I have no faith in legislation. It amounts to nothing. The department stores would get around any law that could be enacted, even if an effort should be made to enforce it."



"But how about keeping the women out of these stores?" I asked.

"My wife does not go there any more," was his brief, but direct reply.

"Can you keep the women away from the department stores?" was asked of a retail druggist.

"Of course I can, and do," he replied. "I furnish the sinews of trade, and I am going to make sure that my money is not going into the establishments that are trying to drive me and other druggists out of business. Do you know that they are talking in this wise? One of the members of a department store company was foolish enough to say in public lately that he hoped to see practically every merchantable article in Buffalo sold in about four establishments before long."

There are already three big department stores here, and the fourth is in sight. When Flint & Kent move uptown next fall, as has already been mentioned in this column, they may make the fourth. But the druggists and other single-trade advocates are hard at work trying to obtain a contract with them declining to go beyond the strictly dry-goods trade.

"We have canvassed the situation far enough to be pretty certain that we can offer Flint & Kent a trade of \$50,000 a year," said a druggist, "and we are sure that such an argument will have its weight, not only with the firm we are dealing with, but the others that are trying to cut our throats."

The earnestness with which the drug and other injured trades are going into the war against department stores is scarcely to be imagined unless one makes a canvass of the plans already in hand and the many merchants that are in it, especially when it is generally held by people who are not hit that nothing can be accomplished.

The old Lyman drug store in Buffalo, now owned and managed by Hugh A. Sloan, took fire in some unknown way in the cellar on June 30th and much loss was sustained before the fire was extinguished. At present the cellar is a chaotic mass of broken bottles, and the newspaper estimate of \$2,000 loss is the best to be had. The fire started in the vicinity of a large lot of fluid extracts, and before the firemen were through with it the bottles were mostly scattered in small pieces on the floor. It is quite likely that escaped gas is accountable for the fire, but the cause may never be known. There is ample insurance to cover the loss.

## MASSACHUSETTS.

BOSTON, July 6.—Some time ago Johnson's drug store at Maynard was broken into and cigars, candy and a bottle containing laudanum stolen. A man by the name of Crowley was arrested and charged with the crime. Later Crowley's father died suddenly, and it was learned that the father was either given by the son or took it himself, a "drink of wine" from the stolen laudanum bottle. In any event, the deadly character of the contents of the bottle was unknown to both. Crowley was recently tried and convicted for breaking and entering a drug store and larceny therefrom, and also for receiving stolen goods.

### Looking After Illicit Liquor Sales.

The police of Cambridge continue to look sharply after violators of the liquor

law, and they seem to have the hearty support of the judge of the local court, as will be seen by the greatly increased fines recently imposed. Thomas J. Gallagher and Judson A. Wicker are the alleged proprietors of the store 87 Hampshire street. On Sunday, June 20th, the police raided the establishment, when the following outfit was seized: Four gallons of whisky, one gallon of rum, one and a half gallons of brandy, one gallon of gin, one gallon of wine, three gallons of mixed liquor, three gallons of ale and one and a half gallons of alcohol. The proprietors were charged with "illegally keeping and exposing liquor for sale." The defendants pleaded "not guilty," but were convicted and fined \$250 each.

### The Board Meets.

The Board of Registration in Pharmacy held an examination June 22d, 23d and 24th, and examined forty applicants. Of this number certificates were granted to the following eleven successful candidates: Everett H. Higgins, Boston; Kilburn C. Brown, Vincent Donnini and P. J. McCormick, of Charlestown; Allen M. Fradenberg, Dorchester; William J. Duffy, Methuen; Francis B. Beck, Haverhill; George L. Kelley, Everett; Michael J. Dunn, Northampton; Felix A. Gosselin, Turner's Falls, and Carl R. Maynard, Worcester. The board will hold no meetings for examinations in July or August.

### Sixth-Class Licenses in Malden.

The fact that only two druggists were granted sixth-class licenses in Malden by the Aldermen is causing a great deal of talk. The popular opinion seems to be that it is a monopoly of the liquor business in a so-called temperance town. One license was granted in the centre of the city and the other in Ward 2, or Edgeworth. The plan was, it is believed, to grant at least four licenses, but the alleged "combine" did not work, and a deadlock may prevent other licenses being granted unless a truce is patched up. What the outcome will be remains to be seen. Meanwhile, the twenty or more druggists who have not got a liquor license are feeling very sorry, to say the least.

### The Board of Pharmacy Revoke Certificates.

The Board of Pharmacy recently gave a hearing to three druggists who were charged with violating the liquor law. All were found guilty, and the certificate of one revoked for one year; the certificates of the others were taken away for six months each.

### Drug Stores May Be Closed Sundays.

On May 1st, the City Marshal of Lynn issued orders to fruit and cigars stores that hereafter no business can be transacted Sundays. Drug stores are not included in the order, though it is not unlikely that they may come within its scope before the end of the agitation has been reached.

The order is the result of a petition received requesting a better enforcement of the law, and calling for the closing of drug stores, car startions, etc., Sundays.

There is considerable dissatisfaction expressed among the dealers who come within the scope of the order, as they claim that the drug stores should not be permitted to do business, except as is provided by law.

It is stated that a new petition is to be circulated calling for the closing of all drug stores, and it is also rumored that unless the sales are confined to drugs and medicines, that a test case will be instigated by dealers who are now compelled to close.

### Boston Notes.

L. E. Pedrick, of this city, succeeds G. E. Robbins, of Melrose.

T. J. O'Brien, M. C. P., '95, is a student at the Harvard Medical School.

W. E. Bruce and G. C. Olive were recently elected members of the M. C. P.

From present indications, the Hub will be well represented at the A. Ph. A. meeting.

A petition in insolvency has been filed by A. B. Heath, the Portland street wholesaler.

William E. Capper, M. C. P., '90, is now head clerk at the "City Hall Drug Store," in School street.

Ralph V. Blake, M. C. P., '90, has just received his diploma from the Dental School connected with Harvard University.

Frank W. Moore, Allston, whose disappearance was recently noted, has been petitioned into insolvency by Weeks & Potter.

Amos K. Tilden, of the Board of Pharmacy, expects to gain health and strength by a sojourn among the hills of New Hampshire.

The buildings numbered 34 and 36 India street are being raised and thoroughly remodeled for J. A. & W. Bird & Co., who have taken a long lease of them.

The position of dean has been substituted for that of actuary at the M. C. P., and Prof. J. W. Baird has been selected by the trustees to serve in that capacity.

C. A. Siegemund is to open a large retail store on Tremont, near West street. Popular prices are to be a feature. C. P. Whittle, of Hanover street, furnishes the fixtures.

G. H. Ingraham, of West Newton, is the proprietor of a farm at Rindge, N. H. On this estate, Mr. Ingraham passes about two months of each year during the heated term.

The following delegates have been appointed from the M. C. P. to the A. Ph. A.: S. A. D. Sheppard, Chas. E. Coombs and Prof. W. L. Scoville, E. H. La Pierre and E. L. Patch.

Charles H. Hitchcock, M. C. P., '91, is to invade the sacred precincts of Huntington avenue, corner Newton street, with a modern drug store. The date of the opening is August 1st.

David F. Baxter, of Brookline, was twenty-eight years old June 28th. His friends commemorated the event by gathering at his store and presenting him with a number of floral pieces.

J. G. Godding, W. C. Pope and C. E. Coombs have just returned from Pittsfield, where they went on a pilgrimage with De Molay Commandery, K. J., of which organization they are members.

Cutler Bros.' store was the scene of a small fire recently. The loss from fire was small, but the heat was sufficient to open the automatic sprinklers, causing about \$5,000 damage to the firm's stock.

A few evenings ago a cigar stub, carelessly thrown from a window, set fire to the awning in front of Dr. Morris' store at 1411 Washington street. The awning was destroyed, entailing a loss of \$25.

Under the lobby act, A. G. Trafton reports for the Massachusetts Druggists' Alliance the payment of \$100 to W. W. Bartlett for services in relation to legislative matters affecting the retailing of drugs during the session just closed.

No drug clerk is better known in West Newton than is W. A. Faine, who has served for more than twenty-five years as head clerk for G. H. Ingraham. The anniversary of this event was recently celebrated in fitting manner by proprietor and clerk.

The Flower Medical Co., of Boston, is incorporated for the purpose of dealing in proprietary articles and medicines, with a capital of \$5,000. William B. F. Wall is president, Joseph H. Soliday, treasurer; and they, with Dugald C. Leitch, are directors.

**Massachusetts Matters.**

\*Kimball & Co., of Everett, are to enlarge their store.

W. H. Butler, of Brookline, has opened a branch store, which he will conduct personally.

Charles Brown succeeds L. J. Pastor, School street, Quincy.

John W. Enright has just bought out E. S. Crawley, Glenwood.

Waltham Aldermen have decided by a vote of 14 to 5 not to license druggists.

Dorchester is to have a new drug store; location, Hancock and Trull streets.

A Lynn pastor recently preached a sermon on "Sunday electrics and drug stores."

Wood alcohol was recently used by a resident of Attleboro as an intoxicant, with fatal results.

Dr. E. H. Squibb, Brooklyn, N. Y., has opened the Wychmere cottage at Harwich for the season.

The liquor seized from Frank M. Proctor, Somerville, has been ordered forfeited by the Government.

The store of Briggs and Vaughn, Waltham, was recently unsuccessfully searched for liquor by the police.

A runaway horse smashed a plate-glass window in the store of D. N. Howard, Medford, recently. Damage, \$50.

President Frank E. Haskins, M. C. P., '97, will have charge of the laboratory of Kelley & Durkee, Boylston street.

President John G. Benedict, of the M. C. P., is engaged in making some extensive improvements in his estate at Bourne.

The "Boston Herald" observes that "Thus far the tariff debate has been something of a dose in the way of drugs and chemicals."

C. W. Cheney, Ph. G., of the Doliber, Goodale Co., with Mrs. Cheney, have recently returned from an extensive European tour.

J. H. McGrath, Clinton, the new proprietor of the Heagney drug store, is making extensive improvements in that establishment.

The paint, oil and varnish dealers have agreed to close their places of business at 1 o'clock on Saturday afternoons, and at 5 o'clock on other days during June, July and August.

The members of the Worcester County Pharmaceutical Association had an outing recently. The features of the day were a dinner, participation in sports and a group picture.

Another department store advertises that its drug department is in charge of a registered pharmacist. It is also stated that physicians' prescriptions are to be compounded at "half the prices commonly charged."

A. H. Copley has taken the corner store in the Botohoph Building, on Dudley street, Dorchester, and will soon open it as a first-class drug store. Mr. Copley is already proprietor of two stores in the Dorchester district.

McVey Bros. have opened a finely appointed store in the Stewart Building, on Geneva avenue, Dorchester. This firm is attracting the attention of the public to their soda water by advertising in the local papers.

Anders Thomasson, a well-known Swedish druggist of Lowell, with Mrs. Thomasson, is a passenger on the missing steamer Hekla, of the Thingvalla line, reported in collision with the Mississippi off the Grand Banks.

A sensation was caused in Malden recently, when the aldermen voted 4 to 3 to issue sixth class licenses. For many years no licenses were granted. Licenses were immediately granted to Fred L. Miner and D. J. Kelley. The Board refused to license Jesse W. Sargent and Levi W. Rockwell.

A coupon trading scheme is rampant in Lowell, and the authorities are considering its legality. The question was raised by a druggist of that city, who, not being in the scheme, complained to the police that not only had customers left him because he did not supply the coupons, but tenants of his blocks demanded them when they paid their rent. Lucky druggist, to possess blocks and tenants.

About two weeks ago Frank W. Moore, a well-known druggist of the Allston district, suddenly disappeared, and nothing has since been heard from him. At nearly the same time a fashionable dressmaker located nearby Moore's store also decided to quietly leave Allston behind her. On account of these departures at about the same time, various rumors are afloat in that quiet borough. Moore has a family which he left in comfortable circumstances. His disappearance was evidently premeditated, as he had paid all his bills.

At the three days' session of the Board of Registration in Pharmacy, held May 18, 19 and 20, 41 candidates for registration were examined and the following were granted certificates: Abraham J. Hurwitz, Boston; Walter L. Small, Dorchester; Jacob E. Stiemann and Frank E. Haskins, Roxbury; Marion Cowan, Lynn; Nellie G. Bass, Lanesville; Israel Alexander, Roslindale. Another examination was held on June 1, 2 and 3, and as a result, the following candidates out of the 39 before the Board, will receive certificates: Charles H. Shea, Boston; Guy P. Howe, Brattleboro, Vt.; Arthur N. Gleeson, Dorchester; Frank N. Breed, Fitchburg; Lester S. Norcross, Revere; Charles F. Kemball, Jamaica Plain.

The case of Charles A. West against Gustavus C. Kilgore, for alleged deceit in selling stock of the Dana Sarsaparilla, Co., has been decided in favor of defendant Kilgore. The false representations which the plaintiff alleged the defendant made were that he told the plaintiff that one Whitney had bought 60 shares of the stock and had paid \$1,400, the same price per share which he was being asked to pay Kilgore for what he wanted to buy, and that none of the stock would be sold for a less sum. The plaintiff said the fact was, as he learned after he purchased 103 shares at \$1,400 per share, that Whitney paid only \$1,200 per share for the stock he bought from the defendant. The suit was for the difference in price. The case will probably be taken to the Circuit Court of Appeals on law questions.

**New England News.**

After a lengthy hearing before the grand jury at Providence, R. I., Frank Watson, a druggist of that State, has been cleared of a charge of attempted arson at a hotel at Narragansett Pier.

M. J. Wiltse, M. C. P., '97, is in Burlington, Vt., and is studying medicine in the University of Vermont. He expects to finish his course next year.

**STRAY WESTERN NOTES.**

"Nate" Franklin is recognized as one of the most enterprising and "up to date" young men in the drug business in Deadwood. He surprised the good citizens of that town upon his return from a recent visit to Chicago by exhibiting in one of his beautiful plate glass show windows a life-size automatic nigger baby, who actually "winked with the other eye" as to the good things that could be purchased on the inside of "Nate's" fine establishment.

J. L. Jenkins is not only a courteous gentleman, experienced pharmacist and proprietor of as fine a store as there is in the West, but is also "His Honor" the Mayor of Lead City, the great mining camp and the home of the famous "Homestake Mine."

A Hebrew druggist, reported to be from Chicago, by name of "Boody," a recent addition to the drug trade of Lead, is making his personality and business rather pronounced by advertising himself as a "cutter," selling all patent medicines at cost, or below, and hanging out a banner in front of his store bearing large letters announcing that "all prescriptions are filled here for 25c." He refuses all reasonable overtures for remedying the evil, and offers no excuse for his foolish course. The prospects of the Black Hills are most encouraging.

The old firm of Morris & Co., at O'Neill, Neb., has passed out of existence by the sudden and untimely death of Dr. Morris, the head of the firm. Those who used to do business with the old firm of John A. King & Co., whole-

sale druggists, of Chicago (now also out of existence), will, no doubt, remember the familiar and genial doctor, now, alas, no more. The style of the new firm is Hushiser & Gilligan, the former a bright young druggist, who also runs a store at Norfolk, Neb., and the latter a young physician, native of New York State, with a good practice and reputation. Tom Morris, son of the late doctor, will remain with the new firm as buyer.

A new man and a new and very handsome store have made their advent to the enterprising city of Norfolk, Neb., in the person of its proprietor, a young man, C. M. Farney by name; and F. can certainly be congratulated in having a strictly "up to date" pharmacy. We believe he is also the proprietor of another store further West.

**PENNSYLVANIA.****The Proposed Pharmacy Law.**

House bill No. 303, known as the Kunkel bill, which was recently passed by that body, is not meeting with the smooth sailing that it was thought it would in the Senate. On June 14th the bill had the third reading, and it was amended so that now it reads as follows:

"Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania, in General Assembly met, and it is hereby enacted by the authority of the same, that hereafter no person who shall directly or indirectly open or carry on in the State of Pennsylvania any retail drug store or chemical store or compound or dispense medicines or prescriptions of physicians, or engage in the business of selling at retail any drugs, chemicals, poisons or medicines, without having obtained a certificate of competency and qualification so to do from the State Pharmaceutical Examining Board, and without having been duly registered by said Board, any person who shall violate or fail to comply with the provisions of this section shall be guilty of a misdemeanor, and on conviction before any court shall be punished by a fine not exceeding one hundred dollars. Provided, however, that nothing in this act contained shall in any manner whatever be taken or construed to prohibit any practitioner of medicine from supplying to his patients such articles as he may deem proper, nor to interfere with the making and dealing in proprietary medicines, nor to prevent storekeepers from dealing in and selling the commonly used medicines and poisons as now permitted by the sixth section of the act to which this is a supplement; and provided, also, that the legal representatives of any deceased registered pharmacist may for the purposes of administration of his estate be permitted by the orphan's court of the proper county to continue the business for not exceeding one year under the management of a duly-registered pharmacist."

"Section 2. The term commonly used medicines and poisons relating to storekeepers is defined as simple and harmless household remedies which can be handled with safety by the uneducated, as essence of ginger, peppermint, Hoffman's anodyne, castor oil, sweet oil and drugs of like character, and to exclude all dangerous and highly-concentrated remedies, alkaloids, fluid and solid extracts and drugs such as opium, morphine, cocaine, chloral hydrate and drugs of like character, and poisons in the same case to mean only such well-known drugs and chemicals as are used by farmers and truckers as insecticides, as Paris green, London purple, powdered hellebore, sulphate of copper and drugs of like character."

**The Mecca of Botanists.**

The annual reunion of the Bartram family was held at the Bartram gardens, Fifty-fourth and Woodland avenue on June 17th, at which time addresses were made by prominent botanists, as well as some of the descendants of the family. This is one of the oldest botanical gardens in America. The raising of plants in it was begun in the neighborhood of 1731. About 1781 John Bartram, from whom the place is named, built the house, which is still in a fair condition. This place is the Mecca of all botanists, and



during the spring and summer months they are constantly making investigations of the flora that grow so abundantly in the vicinity.

There are a number of botanical clubs in this city, and there is quite an interest taken in them by not only the young student but by the professors and other people as well. The Lotos Club has weekly excursions, as has also the Philadelphia Botanical Club, while on Sunday the members of both clubs generally make a trip to some part of the country nearby.

#### George M. Smyser Dead.

On June 18th, George M. Smyser, one of the oldest druggists in Germantown, died, and on the following Tuesday he was buried. Mr. Smyser was born in York, in 1842, and he received his early education in the public schools of that place, and subsequently attended the York County Academy. In 1859 he came to this city, and found his first work with Dr. William Procter, at Ninth and Lombard streets. He took the position of a drug clerk, and at the same time attended the Philadelphia College of Pharmacy, from which he graduated in 1862. In 1866 he became manager of the drug store of Henry C. Blair's Sons, at Eighth and Walnut streets, and in 1867 he went to Germantown as a clerk in the store of Dr. Joseph Bolton, at Haines and Main streets. In 1880 he succeeded Dr. Bolton in the business, and carried on a lucrative business at that locality until 1887, when he moved to the store at Chelton and Pulaski avenue, where he became senior member of the firm of Smyser and English. Owing to ill health, Mr. Smyser was obliged to retire from the firm in March last, leaving Mr. English, who was associated with him for twenty years, his successor. Mr. Smyser was unmarried.

#### Philadelphia News.

Mr. Randall has opened a new store at Eighth and Parrish streets.

H. B. Morse, Fifteenth and South streets, has returned from a three weeks' vacation.

James C. Roller, manager of Smith, Kline & French Co., is on a short vacation.

J. T. White, Franklin street and Columbia avenue, has sold his store to Dr. Simmerman.

M. B. Schroeder has bought out the "Murtaugh Pharmacy," at Price and Hancock streets, Germantown.

Dr. M. J. Wilson, brother of the well-known druggist, Alexander Wilson, at Front and Berks streets, has gone West with the Christian Endeavorers.

There is whispering of a marriage soon of one of the druggists in the vicinity of Twentieth and Fairmount avenue. Both are riding "bikes," but there is some talk of one buying a tandem.

W. H. Divert has bought out the drug store at Twelfth and McKean streets. He has purchased a handsome soda water fountain of a unique and peculiar style of architecture.

Dr. Hazard, who for some time has conducted the drug store at Twelfth and Lombard streets, has moved to Broad and Lombard streets, where he has greater facilities for doing a larger business.

Druggist Eccles, not being satisfied with making his store at Fifteenth and Markets streets one of the brightest in the city by day, has introduced acetylene gas, and the effect is something beautiful.

W. Berkstresser, who for many years was connected with George B. Evans, and made quite a hit in dressing the windows of the store, is now at Kennett Square, this State. He was in the city a few days ago, and stated that he was doing well. His appearance agreed with his remarks.

Dr. De Long, of Morton, Pa., has secured control of the building at 2110 North Sixteenth street, in which for many years was located the drug store of T. D. Fairheller. Dr. De Long intends to improve the property and make a number of alterations, so, when completed, he will have a fine drug store.

Dr. J. Howard Beck, for many years one of the best known druggists in West Philadelphia, has made a great record since he gave up making pills for the administering of them. Dr. Beck is well liked, and he thinks it would be to the advantage of all druggists to understand the practice of medicine.

A. C. Schofield, who is the Beau Brummel of North Fifteenth street, has been compelled to enlarge his store, and has taken about twenty feet off the yard. Mr. Schofield is well-known in this section of the city, and many come from squares away to see him mix cooling beverages. He has a large prescription trade, and his customers come more than once.

It appears that the cut-rate drug stores are not going to abide by the decision made by the New York judge, in reference to the Proprietary Committee, N. W. D. A., publishing a list of the houses that do not live up to their contracts. With this in view, Swain & Swain have recently filed a supplementary bill, covering 401 accounts against the National Wholesale Drug Association. This takes up 118 galley proofs, and it took the chairman of the committee one day to glance over them; when he had finished, he was a fit subject for that medicine which cures that tired feeling.

To the druggists who are contemplating making changes in their stores, it would pay them to visit that of Jesse W. Pechin, Thirteenth street and Columbia avenue. Mr. Pechin has, for a number of years, conducted this drug store, and he had built up a fine trade. Lately he has had all of the old fixtures removed, and in their stead he has had handsome cases placed. His ceiling is composed of a new cloth, which is now being universally used; the color is red, and it is decorated with garlands of flowers of various hues. This is all set off by the electric lights, making one of the handsomest displays in the city.

M. N. Kline and wife will sail for Europe on July 28th. Prof. J. P. Remington, who has been appointed a delegate to the World's Medical Congress, which meets at Brussels in August, will also sail on the same steamer. They had considerable fun at the expense of Mr. Kline at the recent Pennsylvania Pharmaceutical meeting, when he announced that he had secured his passage back, but had not yet made up his mind when he would go. When told this, one of the professors said he had often heard of people ordering carriages to call for them, but never heard of one ordering a return ticket without having procured the out-going one.

Monroe P. Lind, of Shandelin & Lind, has returned from a successful trip in the South. In speaking of the business prospects between here and New Orleans, he said: "The prospects of the line of trade to which we cater are very encouraging, and everything looks bright. Our customers feel more free to order, and, in fact, business of all kinds looks as if it is improving. The crops are in splendid condition, which is an important feature, and while collections are hard, it is thought the harvesting of the coming crop will place money sufficiently among the retailers to enable them to more promptly pay their bills." Mr. Lind has been selling holiday goods, and he got rid of a large line. His firm has several new perfumes on the market, and at present to all buyers of a certain quantity, very neat holders for containing the bottles of perfumes are given.

The hot weather during the week ending June 26th was received with open arms by the druggists who had been waiting for it, and who had soda water fountains ready to tap at a moment's notice. Commencing Wednesday, June 30th, and during the rest of the week, there was a rushing business done by all dispensers of light beverages, and the average druggist's face, which has been glum enough for weeks, shone like the noon-day sun, and while he was losing weight by the energy displayed in meeting the demands of his customers, there was no complaint, and furthermore, he was satisfied that the hot spell might continue for some time. The drug stores which are located along the main streets and in the central portion of the city did a land-office business for several days, and while their legitimate drug trade was nothing to brag of, they made up for it in the sale of soda water and other light drinks.

H. B. Lockwood, manager of the cigar department of Smith, Kline & French Co., and also the manufacturer of the famous George W. Childs' cigar, is making quite a hit in this city. This cigar has proven to be a great seller, and while most of the business is confined to the drug trade, it is the intention to branch out and enter into competition with other brands. Recently large shipments have been made to the South and Southwest. Mr. Lockwood gives with a certain quantity of cigars a very handsome double-deck case; the lower portion being large enough to hold about 8,000 cigars. The upper portion is of fine plate glass, which makes a good exhibit. This case is a patent one, and works on a combination, so that it is impossible for the friends of the druggist to come in and help themselves to cigars. This has caught the eyes of many of the druggists in this city, and they claim to be able to save considerable by having one of these cases in the store.

## OHIO.

### The Cincinnati College Commencement.

CINCINNATI, July 5.—The twenty-fifth annual commencement of the Cincinnati College of Pharmacy was indeed a gala event. In fact, it was a swell affair, held under the most auspicious circumstances. The affair was celebrated last Thursday. In the afternoon the commencement exercises were held at the college building on West Court street. In the evening the members of the graduating class, together with the members of the faculty and their many friends, made merry at the Zoological Gardens. Immediately after the brief exercises at the college everyone repaired to the Zoo. At 6.30 o'clock they sat down to a swell banquet, during which a spirit of good fellowship prevailed. After the banquet Rabbi Phillipson offered the invocation in a feeling manner.

The Hon. William J. M. Gordon, the first president of the college, responded to the toast, "Our Board of Trustees." Mr. Gordon made a most appropriate and happy address, and he was repeatedly cheered. Music of a fitting nature by the John C. Weber military band then followed. President John Ruppert then made a speech, in which he told of the work of the institution during the past few years while he has directed its movements. Dr. George W. Twitchell spoke on behalf of the faculty, after which Mayor Tafel made a brief but appropriate speech. Dr. William E. Keily, president of the Academy of Medicine, and the first graduate of the College of Pharmacy, also spoke. Dr. C. L. A. Reed, on behalf of the University of Cincinnati, spoke at some length, and he was followed by Dr. J. H. Eichberg, who spoke for the alumni with his usual eloquence. Principal George W. Harper, the first graduate of a Cincinnati high school, spoke. Hon. Sylvanus E. Johnson responded to the toast, "The Press." The affair, taken altogether, was as pleasant as could have been wished for, and nothing occurred to mar the festivities.

### Cincinnati Notes.

Dr. John F. Haynes, the popular traveling salesman for Schieffelin & Co., is spending his vacation with Cincinnati friends.

The new Dow Pharmacy, at Seventh and Race streets, will be thrown open to the public on the 10th inst. It is to be the finest store in the city.

The Stephan Pharmacy, on Walnut Hills, is in the hands of a receiver. The proprietor of the place has left the city, and his relatives do not know where he has gone.

Wilnot J. Hall, the well-known druggist, has just returned from a flying trip to Lancaster, O., whither he had gone in compliance with a request from his sister to act as godfather at the baptism of his little nephew. Rev. G. W. Haldermann, the pastor of the First Lutheran Church at Lancaster, O., who performed the baptismal rites, has traveled extensively in the Holy Lands, and in the baptism used water brought from the River Jordan about five years ago. A remarkable fact is that this is the fifth child in the Hall family that has had the distinction of being baptized with water from this noted river.

A few days ago Deputy Dairy and Food Inspector Raymer caused the arrest of Benjamin F. Jolly, of 434 East Pearl street, and Milton L. Levi, of 901 Richmond street, on warrants sworn out in Squire Winkler's court, charging both with selling skimmed milk contrary to law. Constable Ehmann arrested the accused. Constable John J. Kinney, of Squire Kushman's court, arrested Henry Sicking, a grocer, who owns a number of stores throughout the city, on a charge of selling oleomargarine containing coloring matter that was not properly labeled. The three cases will be tried in the near future.

### Cleveland.

CLEVELAND, July 2.—An accidental shooting affair took place in the drug

store of A. A. Baker, of Birmingham, Ohio, this morning, and, as a result, Clerk Fleming died from injuries received at the time, several hours after the accident happened. Fleming, in company with his employer, was examining a revolver, when in some unaccountable manner it was discharged, the ball lodging in the clerk's forehead. He was removed to his home and given every aid in the family physician's power, but without avail. Druggist Baker is completely prostrated over the affair, and blames himself for having been so careless with a deadly weapon.

#### Sunday Observance Agitation.

For several weeks past the ministers of this city have been making a crusade against Sunday violators. In furthering their plans they have made repeated requests to the druggists in the city, and especially those in the east end, to have them close their places of business on Sunday. Some time ago the druggists on Cedar avenue held a meeting for the purpose of considering their request. They decided at this time that if they could persuade the druggists in their immediate vicinity to close on that day, they would do likewise. All the druggists referred to, with the exception of one, agreed to this, but as they could not persuade him to close, they informed the ministers that the stores would be kept open as usual.

### MICHIGAN.

DETROIT, Mich., July 3.—Another large addition is likely to be made to the already immense soda ash industries of Detroit and vicinity. A New York syndicate is negotiating with A. L. Patrick, who is the owner of 250 acres of land on Grosse Ile, with the intention of establishing a plant there. The land covers an extensive bed of rock salt, and contains limestone quarries, so that the most important materials for the manufacture of soda will be right in the hands of the owners.

#### Phenacetine Smugglers.

The Detroit phenacetine smugglers received very mild treatment in the United States Court, and are now square with the Government. Lewis J. Fulmer, the chief operator, went into court and pleaded guilty. He was let off with a fine of \$250, and his clerk, Herbert T. Jenkins, who made a similar plea, got away by putting down \$50 in hard cash. Both paid their fines. They will continue the importation of the drugs, but will do it in the regular way, paying the duties and fight the matter out with the alleged patentees.

#### University of Michigan School of Pharmacy.

The commencement of the University of Michigan was held on July 1st, when the following named students received their diplomas:

#### WITH THE DEGREE OF PHARMACEUTICAL CHEMIST.

Frederick J. Austin, Eva A. Taylor Bacheider, John S. Bachman, Frederick J. Baringer, Evi D. Benjamin, Norman T. Bogges, James W. Cobb, Otis A. Critchett, Edward C. Frank, Edward S. Gott, Nelson A. Hall, Louis T. W. Hogrefe, John W. Lutes, Clara E. Nichols, Walter A. Nyling, William H. Noll, S. Agnes Rich, Sara E. Richter, Harry S. Stoddard, Amos D. Sturgis, Charles L. Wagner.

#### WITH THE DEGREE OF BACHELOR OF SCIENCE IN PHARMACY.

Walter B. Cady, Benjamin L. Murray, Ezra J. Ware.

#### WITH THE DEGREE OF BACHELOR OF SCIENCE IN CHEMISTRY.

Stephen C. Babcock, Edwin B. Hart, James Heggie, John B. Keating, Edward McElroy, Armand R. Miller, Curt Rosenow, Firman Thompson, John D. Wombacher.

President James B. Angell presided over the exercises of commencement week at Ann Arbor, his departure as United States Minister to Turkey having been postponed until after this event. The address to the graduating classes was given by President Draper, of the University of Illinois, and held the great audience in University Hall in the closest attention throughout. At the dinner Dr. Angell presided, and speeches were made by a good number of the alumni of the university.

The meeting of the Alumni in Chemistry and Pharmacy was held June 30th, at the residence of the dean, Dr. A. B. Prescott. The members of the graduating class were present, as well as a considerable number of alumni and chemical guests from different parts of the country. The meeting was mainly a social one, groups joining together upon the grounds, where the shade afforded a welcome retreat.

At a meeting of the delegates from the alumni societies of the seven departments of the university on the evening of June 30th, a consolidation of all these societies was effected, making a general alumni association of the university as a whole. Provision was made to employ a secretary of this alumni union and to extend its usefulness.

#### Michigan News Notes.

Valentine, Thomas & Co. have succeeded L. K. Clark, of Oakley.

Fred. C. Schirmer has opened a new drug store at 120 North Baum street, Saginaw.

Mary V. Gundrum, of Leroy, is succeeded in the drug business by Godfrey Gundrum.

Chauncey L. Barber is succeeded in the drug business, at Albion, by Sheldon & Barber.

Dr. Frank F. Bunting, of Attica, was recently fined \$25 for dispensing medicines without being registered.

Homer Blair, of Albion, has succeeded White & Beebe, who recently succeeded L. T. Beebe, of that place.

William E. Hunt, of Marine City, has sold his drug store to the Lester & Newton Drug Co., of that place.

George F. Judd and Dr. S. E. Morgan, of Grand Rapids, have started a new drug store at New Baltimore.

Lee & Co., of Detroit, have taken possession of the drug stock of A. W. McKee, at Mt. Morris, on a chattel mortgage.

A new firm, known as Frank C. Payne & Co., has succeeded Frank C. Payne in the drug and grocery business at Watersmeet.

O. M. Rockwell is erecting a new store on Marshall street, Battle Creek, in which he expects to open a drug stock early in July.

Will Z. Bangs, of Holland, Mich., has removed his stock to Milwaukee, Wis. This leaves only five drug stores in a city of 7,000 inhabitants.

Burnett & Clark, of Lowell, have purchased the store of Emory A. Richards, at Saranac, and will continue the business in its present location.

The branch drug store of J. I. Hayes, at the corner of Trumbull avenue and Howard street, Detroit, was burned a short time ago. The loss was covered by about \$600 insurance.

Dr. McClintock, of the bacteriological department at Parke, Davis & Co.'s laboratory, is en route for home from a four months' research in the great laboratories of Europe.

M. V. Cook, Dr. R. B. Armstrong and F. N. Chapel, of Charlevoix, have formed a partnership, under the title of M. V. Cook & Co., and have opened a new drug store. Mr. Cook was formerly in the employ of F. N. Chapel.

Officer Brown, of Grand Rapids, found four boys recently, who were rolling in wealth as the result of a burglary committed in the drug store of Anson B. Bartlett, on Cherry street. The wealth was mostly in liquid form, and consisted of bottles of whisky and champagne, which they had buried under an old shed.

A. S. Brooks, of the wholesale drug firm of Williams, Davis, Brooks & Co., has sailed for Europe, accompanied by Mrs. Brooks. They will make a bicycle tour of Great Britain and the continent. Mr. Brooks is a keen observer of people and events, and as he is not slow with his pen, he may bring back something of interest to the public.

Ralph Horton, of the Walker Pharmacy, 411 Woodward avenue, Detroit, was recently married to Miss Phoebe Beal, of Northville, Mich., and the happy couple are residing in a pretty home on Bagley street. Mrs. Horton is a sister of Emory R. Beal, the leading druggist of Ypsilanti. Mr. Horton is a graduate of the pharmaceutical department of the Michigan University.

### ILLINOIS.

#### Death of Sensations in Chicago.

CHICAGO, July 3.—Chicago druggists have been furnished such spicy news during the last three months that the present inaction in the drug fraud cases has, by failing to supply the customary sensation, produced a great void. Although there is apparent quiet in these cases there is a strong current at work beneath the surface that will undoubtedly show effects later. The detectives are still at work, but they do not disclose their doings until they have the conspirators safe within the clutches of the law.

The fraud cases are now in the hands of the State's attorney, who is preparing the evidence, with the apparent certainty that there will be enough penitentiary sentences meted out to the offenders to discourage any more such attempts in this locality in the future.

#### Bondsmen Worried.

Bottune's bondsmen have been considerably worried lately. They have not seen as much of the man, for whom they have gone security, as they would like to; in fact, they have told the prosecution that they are very much afraid their man may not materialize when his presence is requested at the Criminal Court building. They are quite anxious to be released from further responsibility in this regard. The number of the AMERICAN DRUGGIST which told of the investigation concerning the market that the department stores furnished for the fraudulent articles, has proved popular among Chicago druggists. Many of them have clipped out the account and pasted it conspicuously in their show cases.

#### What Is the Formula of "Sunday."

In connection with the soda business there are mutterings of trouble in the Hyde Park prohibition district. Some of the druggists have drawn considerable trade by having particularly attractive crushed fruit syrups or some other popular preparation. One of these is the "Sunday," which is made by filling a small glass with ice cream, over which a crushed fruit syrup or chocolate is poured. It is hinted, however, that "high balls" are also drawn, and that claret or other light wine is occasionally added, and this has been the cause of agitation by the Hyde Park Citizens' League, and has even drawn the attention of the chief of police. The princi-

pal offenders are the hotels and clubs, but, nevertheless, drug stores are occasionally visited, it is claimed, by the detectives, who are looking for violations of the prohibition law.

#### Anti-Department Store Agitation.

The anti-department store agitation has been given a quietus for the time. Whereas Chicago was fairly ablaze with enthusiasm not long since in this regard, almost nothing is now heard. There have been no picnics and no meetings lately; neither have there been speeches nor letters to the newspapers, but the matter is a long way from dead. The old feeling is still to be seen whenever a druggist or any tradesman speaks of his giant enemy. They often end up, though, with saying: "Well, what can we do?" The action of the Legislature in killing the bill on which all had set their hopes has produced a most depressing effect, but as soon as the effects of this defeat have passed off it is likely that some means will be devised for reviving the fight.

#### Chicago Notes.

The store of Olson & Benner, at De Kalb, Ill., has been closed.

Henry Goetz, at the Plaza Hotel, has been bought out by Albert Goetz.

George P. Martin, of 95 Lake street, Chicago, has sold out to H. H. Manley.

F. J. Miller, at Halsted and Nineteenth streets, Chicago, has sold out to W. B. Miller.

Julius Mayer, Maple and North Clark streets, has disposed of his stock to Williams & Johnson.

Albert Fries, of Fries Bros., perfumers, 92 Reade street, New York, is at the Palmer House.

Walton & Smith, of Eagle Grove, Iowa, have been burned out. It is announced that they will not resume.

G. D. Searle, of Searle & Hereth, who has not had a vacation in nine years, has taken to the woods on a hunting and fishing expedition.

The new store at Forty-third street and St. Lawrence, started by B. Kohner, who was formerly at Fifty-fifth street and Wentworth avenue, has been refitted by Alex. Revell & Co. The store is now one of the best equipped in its vicinity.

The store of Halsey Bros. Co., homeopathic supplies, at 65 Washington street, has been refurbished by Alex. Revell & Co. The fixtures are among the handsomest in the city. Quarter-sawn oak and plate glass are liberally used in the prescription case and the counters.

#### School of Pharmacy of Northwestern University.

##### ANNUAL COMMENCEMENT.

The commencement of the Northwestern University took place at the Chicago Auditorium on June 17th, in the presence of about 5,000 friends of the institution. The graduates of the School of Pharmacy numbered ninety-three, of whom seven received the degree of pharmaceutical chemist and the others the degree of graduate in pharmacy. The pharmaceutical graduating class was the largest of all in the history of the school except one. Seven of the graduates were women. The graduates were as follows:

##### PHARMACEUTICAL CHEMIST.

Charles A. Anderson, Litchfield, Minn.; James W. Germer, Chicago; Agnes M. Howard, Boston, Mass.; Clare A. Ott, Mt. Pleasant, Ia.; Carl M. Turnquist, Chicago; Arthur B. Woolner, Drayton, N. Dak.; Frank Wright, Somonauk, Ill.

##### GRADUATE IN PHARMACY.

Oscar L. Anderson, Moline, Ill.; Gustave S.

Ascherman, Chicago; John B. Bardonski, Chicago; William E. Baringer, Araboo, Wis.; Edgar E. Bell, Leon, Ia.; Archie J. Bellaire, Gladstone, Mich.; Edward R. Bender, Spencer, Ia.; Lyall C. Borah, Baldwin, La.; Paul F. Boyd, Morrison, Ill.; Harry L. Brawley, Chicago; John F. Burkhard, Los Angeles, Cal.; George W. Case, Peoria, Ill.; John Christensen, Herman, Neb.; John F. Clarke, Cerro Gordo, Ill.; Frank Cleveland, Prophetstown, Ill.; George H. Coady, Pana, Ill.; Heber W. Coyner, Rockford, Ill.; John W. Dougherty, Chillicothe, Ill.; Frank C. Davis, Oxford, Kan.; H. Harold Davis, Muskegon, Mich.; Eben A. Dodge, Genesee, Wis.; Alexander J. Duerrwaechter, Chicago; Clair S. Dyas, Arlington Heights, Ill.; Leander Eicher, Scotland, S. Dak.; Edward R. Emmel, Bryan, Tex.; Elmer E. Frantz, Danville, Ill.; Katherine Gardiner, Chicago; John H. Gates, Cairo, Ill.; Edward M. Gayle, Warrenton, N. C.; Charles W. Goodman, Patch Grove, Wis.; Owen D. Graff, Barry, Ill.; Edward J. Grunski, Oshkosh, Wis.; John W. Haanshuus, Chicago; Louis P. Hall, Red Creek, N. Y.; Allie F. Hennessey, Joliet, Ill.; Benjamin Hieber, Cedar Falls, Ia.; Matthew A. Johnson, Taylorville, Ill.; Philetus J. Kiel, Oshkosh, Wis.; Charles J. L. King, Chicago; Peter J. Koerber, Chicago; Leon Kosminsky, Texarkana, Ark.; Charles P. Krough, Salinas, Cal.; Albert E. Krull, Los Angeles, Cal.; Charles O. Lindorff, New Windsor, Ill.; Louis Loeb, Hastings, Neb.; Henry J. Losch, El Paso, Ill.; Albert J. Lydehn, Moline, Ill.; Griffith H. Maghee, Rawlins, Wyo.; Albert Magnusson, Lansing, Ia.; Vesta J. A. McAfee, Roscoe, Ill.; Harry B. McCreary, Centerville, Ia.; Will G. Merrill, Sparta, Wis.; Frank L. Michael, Ottumwa, Ia.; Allan E. Mollison, Austin, Minn.; Ralph W. Moore, Orangeville, Ill.; Henry F. Mueller, Moline, Ill.; Charles A. Nafe, Chicago; Edna F. Nichols, Chicago; La Varn P. Nichols, Yorkville, Ill.; Robert W. Oakley, Moline, Ill.; Bernice A. Pearce, Oswego, Ill.; Robert R. Pegram, Lincoln, Ill.; Theodore J. Pelikan, Racine, Wis.; Charles Pfeiffer, Chicago; Anthony J. Piotrowski, Manistee, Mich.; Ward E. Potter, Peoria, Ill.; Glenn W. Ramsdell, Lincoln, Neb.; William O. Reinhard, Eau Claire, Wis.; Frederick A. Richmann, Elgin, Ill.; John F. Roades, Earlville, Ill.; Charles E. Rowe, Dodgeville, Wis.; Louis W. Ryder, New Haven, Conn.; John G. Schiek, Mokena, Ill.; Henry Siwecki, Chicago; Charles H. Smith, Chillicothe, Ill.; John C. South, Chicago; Frank A. Southard, Kokomo, Ind.; August H. Staga, Chicago; Theodore G. Thomas, Falls City, Neb.; Jessie W. Thomson, S. Portsmouth, Ky.; Joseph A. Todd, Shell Rock, Ia.; Frank E. Wenham, Waterloo, Ia.; Allan C. Williams, Chicago; Samuel M. Williams, Columbus, Wis.; Rupert V. Wood, Freeport, Ill.; Joseph J. Zak, Chicago.

## MISSOURI.

### The Condition of Business.

ST. LOUIS, July 2.—A general quietude pervades the drug business in this city at this season of the year, but between business and pleasure both the proprietors and clerks have their time pretty well occupied. The annual meeting of the Missouri Pharmaceutical Association is a thing of the past for this year, and is looked back upon with much satisfaction by all who participated. The Alumni Association of the St. Louis College of Pharmacy will give a moonlight boat excursion on the evening of July 15. The St. Louis Drug Clerks' Society will hold their famous outdoor meeting, "Burns' Banquet" and "Hobo Concert," on the evening of July 22d. This same organization will also give a boat excursion on the evening of August 12th. On August 26th the Alumni Association and the Drug Clerks' Society will combine and give an outing at the Meramec Highlands. Many proprietors and clerks are taking vacation trips, and the usual delegation of old stand-bys will go to the annual meeting of the American Pharmaceutical Association.

#### A. BRANDENBERGER APPOINTED A MEMBER OF THE MISSOURI BOARD OF PHARMACY.

ST. LOUIS, Mo., July 8.—The appointment of A. Brandenberger to the Missouri Board of Pharmacy was announced

from Jefferson City on July 3d. He is appointed for a term of three years, to fill the vacancy caused by the expiration of the term of office of Dr. A. R. Edmonds, who was not a candidate for re-appointment. Mr. Brandenberger is known throughout the State. He has worked long and hard for the good of the profession. His name has always been conspicuously connected with everything which went for the advancement of the druggists of the State. What he will do as a member of the Board of Pharmacy remains to be shown, but his many friends have not the slightest doubt but what he will add another chapter to his already bright record. Gov. Stevens has appointed the druggists' candidate, and they fully appreciate the compliment.

#### City Items.

C. F. H. Gross has returned to the city from California, Mo., and is now doing relief work in the city.

Russel Riley, the well-known druggist, at Fourteenth and Olive streets, has been spending the past ten days at Nashville, Tenn.

E. H. Voepel, the popular manager of the Souard Pharmacy, 1637 South Broadway, has been quite sick for the past week or so.

L. A. Seitz, the prominent proprietor of the Fourth Street Pharmacy, is expected home in a few days from a visit to the Western part of the State.

Michel Aurandez, formerly city salesman for the Collins Bros. Drug Co., is now employed in the same capacity with the J. S. Merrell Drug Co.

Wm. J. Junghaus has resigned the position of chief clerk at Pirner's pharmacy, Delmar and Taylor avenues, and gone to his home at Collinsville, Ill., to spend the summer.

L. W. O. Renckert has moved the Mt. Pleasant Pharmacy from 4575 South Broadway to Seventh and Walnut streets. His many friends think he has made a wise move.

John Queency, formerly with Merck & Co., of New York, but at present with the Meyer Bros. Drug Co., has just returned from a combined business and pleasure trip to New York city.

J. W. Peeler, for a long time chief clerk for J. C. Procter, Twenty-first and Olive streets, has resigned his position at the old stand, and is now working for Russel Riley, Fourteenth and Olive streets.

Dr. W. A. Shank has sold the Rutger Street Pharmacy, Eleventh and Rutger streets, to C. F. Wilson. The former proprietor, Chas. Stockhausen, will retain his position of chief clerk and manager of the store.

J. H. Uhlznd, an old-time traveling salesman for the Meyer Bros. Drug Co., but more recently in business for himself at Denver, Col., has sold out and is now traveling for pleasure. He is at present sojourning in New York.

B. A. Hollway, a former St. Louis pill-roller, but for the past few months representing the Searle & Hereth Co. at this point, has gone to Chicago, and will put in the remainder of the summer in the laboratory of the firm.

Theo. F. Hagenow, the popular druggist, at Fifteenth street and Choteau avenue, is making arrangements to take an extended trip East. Mr. Hagenow is ex-president of the Alumni Association of the St. Louis College of Pharmacy, and one of the leading druggists of St. Louis.

John U. Bodenman, the pharmacist, at 2900 South Broadway, has sold his drug store to Thiesen & Schneider, two old-time St. Louis drug clerks. Mr. Bodenman will probably return to Old Mexico, where he conducted a drug store many years ago, and which he has always referred to as "the happiest days of his life."

Charles Gietner has sold his store, at Seventh street and Clark avenue, to Otto Louberg, his former chief clerk. Mr. Gietner is one of the best-known druggists of St. Louis. He has very extensive real estate interests, and in future will probably devote his time and attention to that line. Mr. Louberg has been manager of the store for some time, and has long since demonstrated his ability to conduct the store on a paying basis.



## AMONG THE TRAVELING SALESMEN.



FRANK ROGERS,

Traveling Salesman for Searle &amp; Hereth, Chicago, Ill.

Frank Rogers, one of the old and reliable drug traveling men in the West, who has been connected with the drug trade for nearly thirty years, was born May 9, 1862, at Watertown, N. Y. At the age of 16, after finishing his course at school, he began to learn the drug business with Druggist N. M. Smith of his native town.

In 1876 he went to Chicago to take charge of the sundries department of Lord, Owen & Co., at that time Lord, Smith & Co., where he remained for two years. He then took a position as city salesman for this firm, which at that time changed to Lord, Stoutenberg & Co. Holding that position for about a year, he went out on the road for them, covering the territory embraced by the C., B. & Q., Union Pacific and C. R. I. & P. railroads between Chicago and Cheyenne, Wyo. This position he held for about six years; meanwhile he had started a friend of his in the drug business in Omaha, Neb., and was compelled to resign his position with Lord, Owen & Co. to take personal charge of his store in Omaha. He remained in the retail business in Omaha for five years, having one

of the finest stores in that city, located in the Millard Hotel, and did one of the best businesses in that town. When he sold out this store he took a position with The Searle & Hereth Co., then just starting in the manufacturing of a full line of pharmaceutical preparations in Omaha. Their business increased very rapidly, and as it was working East quite largely, they found that Chicago would be a more central point for them, and moved to that city. After the firm moved to Chicago, Mr. Rogers was given general charge of territory in the Northwest, including the States of Iowa, Missouri, Nebraska and the Dakotas. He is now in his ninth year with this firm, which has become one of the most popular pharmaceutical houses of the West. The success of this firm has been marvelous, and some might think that Mr. Rogers' popularity and many friends among the Western drug trade had contributed quite largely to the same, but Mr. Rogers, in his modest way, says it is due to the fine quality of pharmaceuticals which this firm manufactures.

**BUFFALO.** Two circumstances have contributed towards bringing traveling drug salesmen to Buffalo of late. One was the Homeopathic Convention and the other is the coming of the vacation season. The better traveling men, who are able to command positions about as they choose, get two months off

now, as for the most part their sales would be very light in midsummer anyhow, so they look their customers up sharply and then are off till September.

A. G. Richardson, who sells soda-water flavors for J. Hungerford Smith, of Rochester, has been here several days

and did not miss the homeopathic doctors, if his goods are not exactly in their line. He is well known everywhere, and stands second to no one in popularity.

George E. Allen, with Kiimer & Co., the Binghamton swamp root manufacturers, looked in on the city for the last time till fall. He sells any amount of this specialty and is a bright and most capable gentleman, whom all the members of the trade like to see, though he confines his favors mainly to the wholesale dealers. He goes to Rochester and then home.

C. W. Royce, who represents the importing sundry house of F. R. Arnold & Co., of New York, stopped here last week on his way to the vacation stamping ground. He spoke of business as good and was the same cheerful and pleasant visitor as of old, though he never allows personal accomplishments to interfere with business.

Fred Perry, who is connected with the great manufacturing chemists of Philadelphia, Powers & Weightman, and who is usually mentioned by the trade by his first name—there is trade in the fact, as well as in his general affability—stopped here awhile on his way to Chicago, where he will keep headquarters during the vacation season.

B. Frank Ogle, who was long with the Cudahy Company, but is now selling Scott's Emulsion by the car load, is not satisfied to remain idle all summer, but is preparing to go into the brokerage business during the hot weather, while his specialty is in less demand than it will be later in the season. He will be back to the old business in the fall.

P. R. Lance, "who looks like Chauncey Depew," as many say, is in Chicago on business for William R. Warner & Co. He is stopping at the Auditorium.

E. H. Lee, who travels in the far West in the interest of Williams, Davis, Brooks & Co.'s perfumery department, has been in Detroit for a few weeks, taking a semi-vacation and posting up for another trip. He usually remains on the road for two years between his visits to the house he represents.

Charles H. Green an all-round druggist of Detroit, and for some time past manager of the perfumery department of Williams, Davis, Brooks & Co., will travel in Michigan for Nelson, Baker & Co.

W. H. Goodeve, who has been on the traveling staff of Nelson, Baker & Co., Detroit, resigned a short time ago, to take a position in charge of a drug store in the mining region of British Columbia.

The sympathy of the druggists of Chicago has been extended to John Sponsel, city salesman for Morrison, Plummer & Co. Mrs. Sponsel died recently under circumstances which were especially trying. It had become necessary for her to submit to an operation for appendicitis, from the effects of which she apparently rallied in the most encouraging manner. Her speedy recovery was assured, all thought, and Mr. Sponsel felt so much relieved that he started on his regular daily round. There was a sudden change for the worse in Mrs. Sponsel's condition, and she died so unexpectedly that word could not be got to her husband for three hours. The funeral was held Wednesday, June 30th, and many who are well known in the drug trade attended. Among these were John Plummer, of Morrison, Plummer & Co.; Thomas Ballard, William Bodemann, E. Von Herman and John Conrad. Five children survive Mrs. Sponsel. As Mr. Sponsel is a graduate of the Illinois College of Pharmacy, he has many friends among the alumni who are deeply grieved at his loss.

J. P. Goodlander, one of the hustling knights of the grip, representing the Meyer Bros. Drug Co. in the far West, has been spending a few days in the house. He makes Albuquerque, N. M., his headquarters and visits St. Louis about once every four months. In a few days he will leave for California and other seaboard States.

Clay Johnson, representing the Meyer Bros. Drug Co. in central Missouri, and Mr. C. P. Greenwood, who hustles for this firm in central Illinois, have both been spending a few days in the house.

W. E. Berrymann, one of the most genial salesmen employed by the Meyer Bros. Drug Co., left his district in western Missouri, brought his wife along, and spent a very pleasant week at the annual meeting of the Missouri Pharmaceutical Association.

T. B. Stadburn and C. R. Gibbs, formerly with the Collins Bros. Drug Co., have gone on the road for the Meyer Bros. Drug Co. Mr.

Stadburn will work southwestern Missouri, while Mr. Gibbs will boom business up in the north end of the State.

A. J. Mitchell, representing Sanches & Haya, of Florida, and several New York cigar factories, has been working this city of late. He leaves in a few days for the far northwest, and will visit the mining camp of Kotaini, B. C., before his return.



## Review of the Wholesale Drug Market.

NEW YORK, JULY 9, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid on retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

THERE is still considerable complaint expressed in some quarters regarding the prevailing quietude in business, the month closing with only a moderate volume as compared with the corresponding period of last year. The present situation is, however, more hopeful, and a more confident feeling prevails, with all indications pointing to a more general revival. Jobbers continue to exercise a cautious policy, and there is little or no speculation in round lots, the majority favoring the covering only of current necessities. With the passage of the tariff bill and the signing of it by the President, much of the uncertainty and distrust that prevails will give way to a better feeling and confidence will be promoted. Price changes during the interval have been mainly toward a lower range, but no important fluctuations have taken place. Opium is fractionally higher and codeine has been advanced, but no other important changes are to be noted with the exception of the Gingers, which are firmer and slightly higher. The declines include Bismuth, Silver Nitrate, Chlorate Potash, Cacao Butter, Shellacs, Japanese Menthol, Oils, Anise and Cassia.

### DRUGS.

*Alcohol* is without further change; about the usual quantity is passing out to the trade at \$2.29 to \$2.31 for the grain and 65c. and 70c. for wood.

*Balsam Copaiba* continues in good supply and easy, but the market appears steady in tone and the current transactions are at 37½c. to 40c. for Central American and 45c. to 47½c. for Para.

*Balsam Fir* is meeting with very slow sale, but prices remain firm at \$1.70 to \$1.75 for Canada and 65c. to 70c. for Oregon.

*Balsam Peru* has sold fairly in the interval, but no transactions of note have come to the surface. We quote the range at \$1.90 to \$2.00.

*Balsam Tolu* develops no new features of consequence, either as regards price or demand, and values are quoted steady.

*Codeine* has been advanced by the manufacturers to correspond with the continued firmer tone in the opium market, and values have been generally advanced 10c., making the present quotation for sulphate \$3.50 in bulk, \$3.75 in ozs., and \$3.95 for eighths. Pure is quoted \$4.30 to \$4.35 for bulk and ozs. and \$4.55 in eighths.

*Cod Liver Oil*, Norwegian, continues in limited inquiry, but values are maintained with a fair show of firmness at the range of \$22.00 to \$26.00 as to brand and quantity.

*Colocynth Apples* are in moderate jobbing demand, with small sales. Trieste at 60c. to 65c. and Spanish 24c. to 27c.

*Ergot* continues neglected and prices are somewhat unsettled with 11c. to 13c. quoted for German and 16c. to 18c. for Spanish.

*Insect Powder* is meeting with fair steady inquiry, and the market is well sustained at 22c. to 28c. as to quantity and brand.

*Lycopodium* is in more liberal supply and offerings are made with more freedom, 30c. being quoted in some instances as the price for quantity lots from first hands. On ordinary jobbing parcels 32c. upward is quoted.

*Manna* continues in fair demand and prices are quoted steady at the previous range, or say 55c. to 60c. for small and 28c. to 30c. for large flake.

*Menthol* has been coming forward quite freely of late and prices are weak and unsettled with \$1.80 to \$1.85 commonly quoted.

*Opium* has continued in an unsatisfactory state during the fortnight. While without quotable change in price, a somewhat increased jobbing demand has contributed to a firmer feeling, and leading holders are

offering with more reserve. Prices are fractionally higher in consequence and it is difficult to shade \$2.00 for case lots while \$2.35 to \$2.40 is quoted for broken packages; powdered is held at \$, to \$3.30.

*Quinine* has not varied in any respect since our last report, and the market remains dull and featureless. Only a limited business is passing, and prices are quoted unchanged by both manufacturers' agents and outside holders. Prices, in view of the limited business passing, are fairly firm on the basis of 18c. for foreign in tins; domestic quoted from 17c. to 19c.

*Vanilla Beans* are held with increased firmness owing to the prospect of an increase of duty. No important price variations are, however, to be noted, notwithstanding the increased attention which is being extended to the article.

### DYESTUFFS.

*Aniline Oil and Salt* are held and selling respectively at the uniform prices of 13½c. to 14c., and 14c. to 16c.

*Bichromate Potash*, Scotch, is without special change; sales at 10½c. to 10¾c.

*Divi Divi* is held with increased firmness and now realizes \$34.50 to \$38.

*Nutgalls*, Aleppo, selling very slowly, and 12c. will now buy.

*Sumac* continues in fair request, with Sicily realizing \$37.50 to \$42.00, and Virginia, \$35.00 to \$37.00.

### CHEMICALS.

*Arsenic*, white, continues to offer at 4¼c. to 5¼c., with demand rather limited.

*Bleaching Powder* has not varied from \$1.60 to \$1.75 for English, but important inquiry is yet lacking, the bulk of the trade being supplied by contract.

*Chlorate Potash* has receded a trifle from the position established at last writing, and sales of round lots were not uncommon at 8¼c., with the outside price quoted at 9¼c.

*Citric Acid* is offered without any appearance of reserve at 33c. to 33½c. for bbls. and kegs respectively.

*Cream Tartar* remains quiet, with the current sales at 22½c. to 23c. for crystals and powdered respectively.

*Nitrate Silver* prices have been reduced by the manufacturers to correspond with the price of the metal, and 42½c. to 43½c. is now quoted.

*Quicksilver* is fractionally higher, having returned to the normal figures of 53c. to 55c.

### ESSENTIAL OILS.

*Anise* has declined a trifle since our last owing to freer deliveries, and \$1.60 will now buy.

*Cassia* has weakened to some extent, supplies of low test offering at \$1.25 and high test at \$1.50, with buyers extremely indifferent.

*Citronella* is manifesting some activity and values are steadier, without, however, any quotable change in price; sales of round lots at 27c. to 28c.

*Messina Essences* are quoted firmer in the foreign market, *Bergamot* and *Orange* being held with noticeable firmness, though no price changes have as yet been reported.

*Sassafras* is developing a firmer feeling and prices are likely to advance, though our quotations will yet buy.

*Peppermint* has hardened slightly in the interval, but prices are nominally unchanged, \$1.10 being still named as inside for Western and \$1.25 for tins.



## THE VERY LATEST.



## SODA MINT STRAWS.

## The Winning Novelty of the Soda Season.

Soda Mint Straws are made of the popular Soda Mint Chewing-Gum and are used in place of the ordinary straws at the soda counter. The customer drinks his soda through the straw, then *chews* the straw, thus getting a piece of the best chewing-gum made with every glass of soda.

They are not an additional expense to the dealer. They will save you money by diverting trade from ice-cream soda, which is seldom consumed through a straw, to less expensive drinks.

They are not an experiment—they are a howling success.

Price, \$3.00 per box of 500 straws.

Put them in NOW. Don't wait till everybody else gets them.

We will gladly send you a sample by mail. Enclose stamp.

The Fastest Seller on the Market.



## GUM.

"FOR YOUR STOMACH'S SAKE."

Strictly high-grade. Best Gum made. Everybody has taken soda and peppermint for the stomach. We put these in Soda Mint Gum. Soda is so cheap we couldn't afford to leave it out.

We have the greatest scheme out for interesting the consumer. IT SELLS THE GUM. Try a sample box and be convinced.

T. H. Hanaman & Sons, of Los Angeles, Cal., say: "We handle eight kinds of gum; seven we *keep*, Soda Mint we *sell*."

Price, per box of 48 five-cent packages, \$1.30.

The handsomest package on the market.

SOLD BY JOBBERS.

If your jobber does not have the straws or gum, we will send you sample box, charges prepaid, on receipt of price.

THE OHIO GUM CO., Lisbon, Ohio.

## ....A LOST TRADE REGAINED....

**M**ANY druggists have let their trade in **CATHETERS** and **BOUGIES** slip away to the instrument dealer or the physicians' supply houses.

This is altogether an unwise policy. It means a direct loss of profit, besides the loss of considerable trade that naturally goes with them. There are several reasons why some druggists don't sell more Catheters.

They don't carry the best makes.

They fail to keep an assortment of the shapes and sizes.

They do not keep their stock displayed—neat, clean, or orderly.

They don't draw attention of physicians and users to their stock.

We can help to correct this. We are makers of the celebrated **Kingstone Catheters and**

**Bougies.** These have been famous in France for the last 75 years.

Physicians are easily interested in Kingstone Catheters, because they are guaranteed to do some things which the ordinary Catheters on the market will not do. For instance, they can be sterilized without damage by ordinary methods—moist heat, boiling water, live steam, antiseptic solutions, etc. The eyes are woven, not punched, as in ordinary Catheters. There are, therefore, no frayed edges to carry septic material; and the eye, usually the weakest part, will last as long as the rest of the instrument.

Kingstone Catheters are reliable and durable, and with ordinary care will last for years without change of texture, strength, flexibility or smoothness.

Neither physician nor patient care to take any risk with an inferior Catheter. Every Kingstone instrument is guaranteed. There is no difficulty, therefore, in selling the Kingstone at a good profit.

To bring this about, we have arranged a plan suited to the needs of the average retailer, by which, with a very moderate investment, a good business can be worked up. We furnish the display, do the advertising, bring in the customers.

We shall be glad to correspond upon this subject with any druggist who commands the trade of a dozen or more physicians. Write to

**JOHNSON & JOHNSON, New Brunswick, N. J.**



## GUMS.

*Aloes, Curacao*, has been received in large quantities since our last, and values are easier with 2c. generally quoted for good-sized lots, though 2½c. remains the popular quotation.

*Camphor* continues in fair, steady demand, which is being met at 39c. to 40c. for bbls. and cases respectively.

*Chicle* has weakened a trifle in the interval and 24c. to 26c. is now quoted.

*Tragacanth* is finding sale in small lots at prices which show no special variation.

## ROOTS.

*Gentian* continues firm with sales at 6c. to 6½c., but only a limited interest is extended.

*Ginger, Jamaica*, has improved in position, and bleached Jamaica is quoted 20c. to 21c. and unbleached 17c. to 19½c.

*Ginseng* is meeting with the usual seasonable demand, and orders for export are being filled at \$3.50 to \$3.60 for Northern and \$3.00 to \$3.25 for Southern.

*Golden Seal* is quiet, but without quotable change; holders ask 25c. to 27c.

*Ipecac* continues firm, with prime quality quoted \$1.60 upwards, and holders offering sparingly.

*Orris* continues in moderate demand and easy with sales of Florentine 12c. to 15c. and Verona 10c. to 12c.

*Senega* continues dull and featureless; jobbing sales at 23c. to 24c.

*Snakeroot* is easier and sales have been made since our last down to 19c.

## SEEDS.

No new feature of interest has developed in the general line of druggists' seeds; only moderate sales at previous prices are reported, and the market generally is quiet.

## Trial by Poison.

A chemist named Antonio Rega, practicing at Castellamare di Stabia, near Naples, was brought before the Neapolitan Police Court last week, charged with manslaughter. It was stated by the police that he had caused the death of one of his customers by increasing the amount of aconitine in a prescription ordered by a local medical practitioner. In his defence, the pharmacist contended that even if he had done so, the amount dispensed could not possibly have caused the man's death, and in order to convince the court, he took the bottle which had been seized by the police, but still contained a large quantity of the mixture, and drank it off, regardless of the warnings of the magistrates. He failed, however, to demonstrate the harmlessness of his medicine, for almost as soon as he had swallowed it he was seized with violent abdominal pains, and died in the course of a few minutes.

## Department Stores Sell Counterfeit Medicines.

The recent arrests in Chicago of a number of persons for counterfeiting Dr. Williams' Pink Pills for Pale People has developed several points of interest. First of all it is highly commendable to the druggists of Chicago that they were not persuaded to handle the spurious goods. Despite the fact that the counterfeiters were most cleverly executed, there was but one druggist in Chicago who was susceptible

or unscrupulous enough to accept the tempting bait. The department stores, however, demonstrated that the prospect of profit is of far greater moment to them than the welfare of their patrons or the ethics of honorable business methods.

The counterfeiters were offered to the druggists as well as the department stores at a discount of twenty per cent. The druggists realized that such a discount on Dr. Williams' Pink Pills was suspicious and refused to touch a product that carried with it the slightest indication of fraud.

The department stores, on the other hand, were liberal buyers and asked no questions. If they did not suspect something wrong it is not creditable to their judgment. If they did, it is not creditable to their honesty. At any rate, it demonstrates clearly the evils that are bound to arise when a dry-goods store begins to sell medicine.

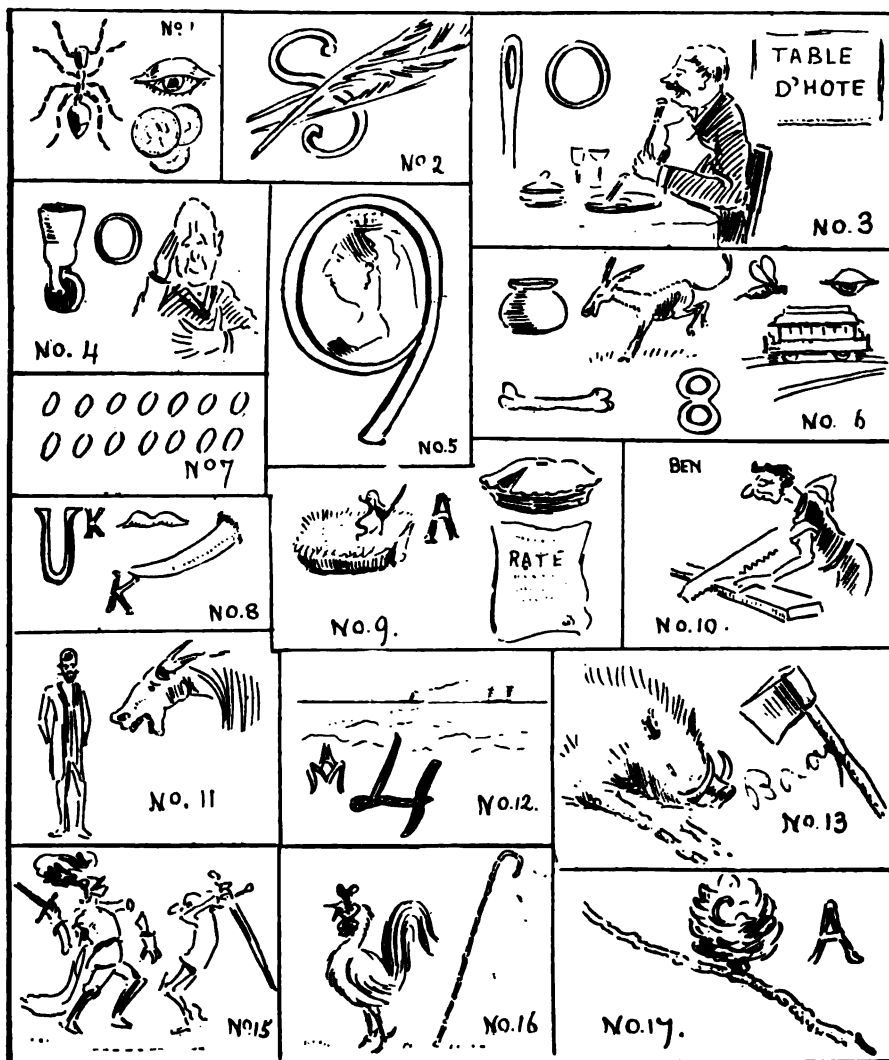
Another interesting feature in this case is the heavy bail bond required by the

court. Isaac Platt and Otto Doerlmann, two of the principals, being held in \$10,500 each. It is obvious from this that the court considers the counterfeiting of medicine equally as culpable as the counterfeiting of money.

When such remedies as Dr. Williams' Pink Pills are offered at less than the usual discounts, it is wise to make a careful examination and investigation before purchasing them. There is no competition on such, and when big discounts are offered, it is safe to conclude that they were either stolen or spurious.

The counterfeiting gang caught in Chicago is the third caught this winter and spring by the Dr. Williams' Medicine Co., and to guard against a further spread of the mania, they offer a reward of \$250 to any druggist who will give evidence that will lead to the conviction of any counterfeiter or counterfeiters of Dr. Williams' Pink Pills for Pale People. Every druggist, we are sure, will combine to stamp out every such foe of honest business methods.

## Pharmaceutical Puzzle Picture.



The above plate is reproduced from the jubilee number of the *British and Colonial Druggist*, of London, which journal offered prizes of a guinea and half a guinea respectively for the best solution of the set of puzzle pictures, each of which represents the name of some drug or chemical.

# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded  
1871

Vol. XXXI. No. 2.  
Whole No. 379.

NEW YORK AND CHICAGO, JULY 26, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 56 Fifth Avenue.

ROMAINE PIERSON, . . . . . Manager.

#### SUBSCRIPTION PRICE:

Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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## WOOD ALCOHOL TAX.

IN the wild scramble for protection which has been going on in the Senate and House of Representatives for the last four months, the question of revenue has occasionally come to the front, and some ingenious gentleman has proposed that the same tax be levied on wood alcohol which is now levied upon grain alcohol. The absurdity of this proposition is evident when we come to contemplate the reason assigned for imposing a high rate of taxation upon grain alcohol. One of the principal reasons assigned for this was that it was in beverages that alcohol found its largest use; that it was distinctly a luxury, the use of which was rather to be discouraged than otherwise; therefore, it was advisable to put a very high rate of tax upon it. In the same way tobacco, which is a luxury, has been taxed. To place wood alcohol, which has no other use than in manufacturing, upon the same basis is an absurdity, which it seems impossible that any one conversant with commercial affairs could have perpetrated. It is a matter of congratulation that this measure received no consideration whatever.

## PHARMACY LAW COMPLICATIONS.

DOWN in Maine the passage of the drug law by the last Legislature has precipitated a novel issue. They have potato-bugs in that State, and a strict interpretation of the law will not allow the sale of Paris green by other than druggists, even for producing mortality among these destroyers of potato plants. Hence, great consternation in the camps of the farmers and merchants, who formerly used and sold this substance. The next step is to appeal to the Governor, who, in response, writes that while the statute is broad enough to confine the sale of this article to druggists, yet he is of the opinion that such was not the

intention of the Legislature, and states that it is the rule to give effect to the intent, if possible. He then says that he had no idea of the scope of the measure when he signed the bill, which he examined rapidly through pressure of business. In conclusion the Governor plainly winks at this phase of the measure, and evidently expects it to be enforced as is the famous prohibitory law.

Here is what he says: "Of course, I cannot advise the breaking of any law; neither am I prepared to say that my construction of it is right, yet I will say that so far as I know I am confident the merchants of Aroostock County will not consider that the selling of Paris green to farmers for agricultural purposes brings them within the penalties of this act. Nor will the county attorney, in my judgment, think he is called upon to prosecute them under it if they do so."

The query arises: If the Executive is willing to have one portion of this law violated, how long will it be before he knocks the prop from some other section of the measure?

## THE BENEFITS OF THE ASSOCIATION.

THE report of the proceedings of the New York State Pharmaceutical Association, which is printed in this issue, is of special value, in that it shows the good effect which may be accomplished in rekindling interest in an association, which, six years ago, seemed almost on the verge of disintegration.

There was evident a very marked disposition to "turn down" the theorist and college professor so far as participation in the direction of the affairs of the association is concerned. The leaders seem to have adopted as their slogan the cry of "Pharmacy for the pharmacist," and the keen interest taken in the proceedings by the pharmacists present would indicate that the practical men will continue to direct the affairs of the association.

There is, after all, something to be gained by bringing into personal contact the thinking men of the calling which it is impossible to obtain by mere correspondence. There is a certain inspiration to be drawn from active participation in the proceedings of such an association, from contact with men engaged in solving the same problems, which is refreshing, and sends a druggist back to his mortar and pestle with a better knowledge of business and technical methods, with a clearer comprehension of the responsibilities and the privileges of his calling and with a keener relish for such quiet pleasures as his life affords.

Among the papers presented at the meeting are several thought-provoking essays which are worth careful reading. Three of these papers naturally group themselves together as concerning the outlook for pharmacy. These are the papers by Professors Husted and Kraemer and Mr. Carragan.

All three papers show calm and well-considered judgment, based upon the careful study of the topics treated of. Professor Kraemer's paper is concerned with but one phase of the pharmacist's future, but he makes out a clear case in favor of the microscope and of its proper study as being most advantageous in pharmacy.

The much-vexed question as to the ultimate end of American pharmacy is answered differently in the two others above referred to.

Dr. Husted writes from the standpoint of a teacher of long experience, a pharmacist of many years' practice, and an active member of the Board of Pharmacy for many years.

Mr. Carragan brings to bear the training of a shrewd business man, with the advantage of a most extensive and intimate acquaintance with the drug trade, gained by years of travel, and, as a perusal of his paper will show, he brings moreover a clear insight and a well-balanced judgment as part of his equipment. The conclusions arrived at by these two competent and careful observers differ rather in the terms of their statement than in essentials; in degree rather than in kind. The separation into professionals and tradesmen contemplated by Dr. Husted is conceded by Mr. Carragan as having already begun with a Fraser at one end and a Hegemann corporation at the other end of the scale. But Dr. Husted believes this is but the beginning of a new era of specialism in pharmacy, while Mr. Carragan looks upon the highly professional pharmacist as merely a sporadic production of

the hot-house conditions existing in large centres of population.

Both are agreed, however, upon the need of more thorough educational preparation on the part of the young men entering the calling, and it is important for the future of pharmacy that the existence of this need should be borne in upon the youths seeking to enter the calling.

That the needed betterment in the educational qualifications of the pharmacist is even now taking place is clearly indicated in the review of the history

of the execution of the pharmacy law in Erie County, which is presented in another paper, written by Dr. Gregory, as a typical illustration of the workings of a pharmacy law.

The entry of college-bred men into mercantile pursuits in general is an important factor in determining the character of the equipment which will be required of the pharmacist of the future. When the grocer and the general merchant come to be persons of a liberal education, then the pharmacist must perforce have similar mental training, and with a mind trained by general study, he can hope to accomplish much more in the special studies which he is called on to pursue, both for himself and for the public which he serves.

## THE FIGHT IN MINNESOTA.

ON the fifteenth day of January last, Governor Clough made an appointment contrary to section 5 of the Minnesota Pharmacy law. The State Association made a contest before the Judiciary Committee of the Senate on the legality of the appointment, and the committee, by a vote of eight to three, decided that the appointment was illegal, and recommended that it be not confirmed. The Senate, contrary to the recommendation of the committee, confirmed the appointment. The means used by the Governor to have the appointment confirmed need not be stated here.

Section 5 of the Pharmacy Law of Minnesota reads as follows:

Section 5. Immediately upon the passage of this act the Minnesota State Pharmaceutical Association shall elect fifteen (15) reputable and practicing pharmacists doing business in the State, from which number the Governor shall appoint five (5). The said five (5) pharmacists, duly elected and appointed, shall constitute the Board of Pharmacy of the State of Minnesota, and shall hold office as respectively designated in their appointments, for the term of one, two, three, four and five years respectively, as hereinafter provided, and until their successors have been duly elected and appointed. The Minnesota State Pharmaceutical Association shall annually thereafter elect five (5) pharmacists, from which number the Governor of the State shall appoint one to fill the vacancy annually occurring in said board. The term of office shall be five years. In case of resignation or removal from the State of any member of said board, or of a vacancy occurring from any cause, the Governor shall fill the vacancy by appointing a phar-

macist from the names last submitted to serve as a member of the board for the remainder of the term.

The association does not confine its recommendations to members only, but selects the names from the entire list of registered pharmacists of the State. The object of this section was to remove, as far as possible, from political influences the appointment of members of this board. The Governor has ignored this section of the law, and thereby brought the whole matter of appointment into the field of what is euphemistically known as "practical politics."

The pharmacists now must either surrender their legal rights without further protest, and thus establish a precedent for Governors in the future, or commence an action in the Supreme Court to test the constitutionality of this provision of the law and the validity of the appointment.

The officers of the association have decided to carry the matter to the courts rather than to submit to what they look upon as an infringement of their rights, and with a view to providing the necessary funds for prosecuting the case in the courts every registered pharmacist in the State of Minnesota is requested to make a small contribution. The object is certainly a worthy one, and we think that when the pharmacists of other States learn of the conditions which there exist they, too, will gladly contribute toward the rectification of the great wrong done to the association by the act of the Governor. We wish the association every success in its laudable endeavor to protect pharmacy from falling into the hands of the practical politician.

## INTEREST THE DRUMMERS.

A STANDARD question which appears in every list of queries presented to pharmaceutical associations is one as to the best method of promoting interest in the association. An essay upon this topic, which was presented at the New York State meeting, is published in another column. We think that we can give very succinctly a formula which will go far toward solving the entire question. We would suggest that the first thing to do is to interest the traveling salesmen. Every salesman is a medium for the interchange of thought and news between the members of the trade upon whom he calls, and every successful salesman leaves more or less of an impression of his own ideas, even outside his special line, upon the minds of his customers. In a number of associations this fact has been borne in mind with excellent results, and the traveling men have been encouraged to take an active part in the organization. There is between such salesmen as can be induced to become active participants in the proceedings of State associations a generous rivalry, which is productive of good alike for the association, for the individual salesman and for the firm which he represents.

[Written for the American Druggist.]

**FORMALDEHYDE AS A PRESERVATIVE OF MILK.**

By J. N. HURTY, PH.G.

Indianapolis, Ind.

**H**AROLD STACEY, in his excellent article, entitled "The Preparation of Humanized Milk" in the June issue of the *AMERICAN DRUGGIST*, advises strongly against the use of formaldehyde as a preservative for milk. "This agent," he says, "even in minute amounts, has a most injurious action on the mucous membranes, converting them, if the action is constant, into a substance closely resembling leather and setting up severe irritation. Given to infants in milk, its action on the coats of the stomach cannot be other than injurious, even in minutest amounts, and when used for this purpose may possibly prove to be the forerunner of life-long dyspepsia."

This conclusion is not, of course, drawn from experiment. The text plainly shows that the author feels warranted in this opinion from his knowledge of the fact that formaldehyde unites with flesh and skin to form something akin to leather. The inference seems fair that continued introduction of small amounts of the agent into the stomach will produce the "leather effect" upon its walls.

It is by no means absolutely certain that this will happen, for the stomach is an organ provided with most peculiar functions, and, possibly, for some reason, like that which prevents it from digesting itself, it might refuse to be affected by small quantities of formaldehyde, even when administered for a long time.

**Results of Experiment.**

The well-known ability of the animal organism to adapt itself through gradual stages to conditions originally adverse without affecting length of life or general health, is an important factor in this question. Experiment only will finally decide. For a child affected with marked indigestion, obviously due to fermentation, I recently recommended that cow's milk be treated immediately after being taken from the animal, with five drops of 40 per cent solution of formaldehyde to each quart, and that the child be fed with the milk thus treated. Two weeks' trial of pasteurized milk did not bring relief. Within ten days after commencing the use of the formol-milk a decided improvement was apparent. Its continuation resulted in complete cessation of the symptoms. Now, after ten weeks' trial, with two intermissions, which admonished a return to formol-milk, the child is in excellent condition. Upon the principle that it is best to do without all substances of this character, when not actually needed, the formol has been discontinued, and the strength gained while using it, has so far (six days) sufficed to contend against the influences which were before prominent. The most careful examination fails to discover that any stomach or bowel lesion exists. If a "life-long dyspepsia" should very soon begin, it would not be entirely unfair to conclude that the formaldehyde was caustic to a considerable degree, although acute indigestion undoubtedly existed prior to its exhibition.

**Formaldehyde in Acid Indigestion.**

Being cursed myself occasionally with attacks of acid indigestion, I have used formaldehyde as a preventive of the fermentation which causes the acidity, with most excellent results. Whenever the acid condition develops, I immediately abandon all foods except milk, and this I take, drinking it slowly, after adding to each eight ounces ten drops of 40 per cent solution of formaldehyde. The results have been excellent, and although I have taken the agent in this way many times during the last year and a half, only the most desirable effects have been observed. For one week, as experiment, I took three times a day, after meals, four ounces of milk containing five drops of 40 per cent formaldehyde solution. Not the least untoward result at the time or since has been noted.

This experiment, so far as it might go, was made to support or condemn an idea that milk might be preserved for consumption by formaldehyde instead of by pasteurization. The procedure would be to collect the milk with extreme cleanliness and immediately add the minimum amount of the antiseptic which experiment would dictate. Cooling and bottling would follow. Encouraged by the slight experimentation given, and not being deterred by fears that "beaker reactions" will unquestionably be the same in the animal organism, I am arranging to try formol-milk still further.

Lastly, attention is called to the likely injury resulting from the fermentation products which must exist in all milk before it reaches the city consumer, and from this the question arises, Could formaldehyde in minute amounts do more harm than do these products?

[Written for the American Druggist.]

**HOW TO PREPARE FOR BOARD EXAMINATIONS.**

By L. A. HARDING, B. SC., PH.D., DIRECTOR.

North-Western Institute of Pharmacy.

**A**T the present time, when so many try to pass the various State Board of Pharmacy examinations, and so few of them succeed, the question as to how to prepare for such examinations is one of the greatest importance to the average unregistered druggist, whether he be a proprietor or clerk. The desire to become registered is ever predominating in the average druggist, and rightly so. This desire is increased as the demand for the unregistered clerk decreases.

A systematic course of study should at all times be strictly adhered to. The United States Pharmacopoeia should be taken as the guide. When beginning to study do *not* try to commit to memory all about each and every article or preparation separately; the best results are obtained by classifying them and studying them in classes. Much may be learned from a single preparation that equally applies to the entire class. Notice the general characteristics of a class and note the exceptions, if there are any to be noted, or if special precautions are to be observed in their manufacture, take note of this also. Much may be learned in this way by but very little study.

**How to Study.**

Take for instance the liniments; note that there are only nine official and may

be divided as follows: Those made by simple solution—belladonna, chloroform, soft soap and compound mustard liniments. Those made by solution with heat—camphor, turpentine and soap liniments, and thirdly, those made by saponification—ammonia and lime liniments.

Take again the dilute acids. Do not try to remember that the dilute nitric acid is 10 per cent, the dilute muriatic acid is 10 per cent, and so on, but remember that they are all 10 per cent, *excepting* the dilute acetic acid, which is 6 per cent, and the dilute hydrocyanic acid, which is 2 per cent.

Again, regarding the solubility of the various substances, take for instance, the chlorides. As a class they are all soluble, *excepting* those of lead, silver and mercury (ous). The same applies to the solubility of the carbonates, where all the carbonates are insoluble, *excepting* those of the alkali metals, as sodium, potassium, lithium and ammonium.

**To Learn Much by Little Study.**

Note, that by this method you may be able to learn many facts by very little study. You may also note that the acidum chromicum and the acidum arsenosum are not acids, but only acid oxides. Also note, that the acidum carbolicum is *not* an acid, but a hydrate, and you should be able to give good definitions for each one of these classes of compounds. No one should study alone, if it can be avoided; the stimulus afforded by companionship aids greatly to arrive at the desired end. If two or more cannot study together, they should, if possible, meet frequently and quiz each other, take notes of questions which they cannot answer and look them up when at leisure; or, one may prepare a set of questions for the other, and, having compiled the set, he will be very apt to be able to answer them. If you are obliged to study alone, you will find it great help to write down questions as they occur to you, the answers to which you may look up at your leisure.

Do not try to commit to memory the exact words of the text-books, but be able to explain in your own words the subject as you understand it. It shows the complete comprehension of the subject, and not simply a parrot like repetition of someone else's definition.

When you come up for examination, first of all read carefully every question before any attempt is made at answer; give your undivided attention to every question until it is answered in full. Do not crowd any more words into a line, nor any more lines onto a sheet than there is room for. In short, write legibly, and keep your paper neat and tidy.

To receive a crowdedly written paper, interlined and marked, written on both sides of the sheet, dirty, so that the writing is scarcely legible, is very annoying to an examiner, and to write a dozen or more lines altogether foreign in answer to a question is sufficient to try the endurance of a saint, to say nothing of that of an ordinary mortal. Go about your work carefully and with deliberation. Work carefully and thoroughly; do not become excited, for in your excitement you will make statements which you may regret in your cooler moments. If, in the oral portion of the examination questions are propounded to you with which you are not familiar, do not hesitate to acknowledge this fact, but do not try to convey familiarity with subjects of which you know nothing.



**Cinchonamine.**—This body is, according to the *Revue de Chim. Ind.*, the alkaloid of *Remigia purdieana*, and possesses a therapeutic activity similar to quinine, but more energetic. It is used in cases of malaria.

**Periplocin.**—This glucoside has been extracted from the Indian plant, *Periplocia graeca*, by Lehmann and Burshiwsky (*Sudd. Apoth. Zeit.*). It possesses the composition  $C_{10}H_{16}O_{11}$ , and forms colorless crystals melting at  $205^{\circ}$ , easily soluble in alcohol, but only slightly so in ether. It is more soluble in cold than in hot water. It is a powerful heart poison.

**Powdered Pumice as a Filter-Medium.**—W. Busch recommends the use of powdered pumice stone as a filtering material for liquids containing in a fine state of division precipitates such as sulphate of lead or barium, calcium oxalate, etc. Before using for this purpose the finely powdered pumice should be boiled in dilute hydrochloric acid and thoroughly washed.

**Test for Iodine.**—According to Wachhusen (*Pharm. Zeit.*, 1897, p. 95), paraldehyde is a delicate reagent for iodine. On mixing a solution, containing iodine, with starch paste and adding a few drops of paraldehyde without shaking, a reddish or blue color is developed at the line of contact of the two liquids, or the liquid to be tested may be shaken with some paraldehyde and then either mixed with starch paste or shaken with carbon bisulphide to remove the iodine. In this way iodine can be detected in solutions containing only one part in 500,000, or even in 100,000 parts.

**Benzoiiodohydrin.**—Chena (*Jour. de Pharm.*, 1897, No. 23) recommends the use of benzoiiodohydrin as a substitute for potassium iodide, on the ground that it exerts the therapeutic action of iodine, when administered, in much smaller doses than are required of potassium iodide, and, moreover, it does so without producing iodism. The preparation is crystalline in character, and feels greasy to the touch. It is produced by the interaction of benzoyliodide and epichlorhydrin at a temperature of  $70^{\circ}$  C. It is soluble in ether, alcohol and chloroform, and is best used in the form of a saccharate. The single dose is 0.13 Gm., which contains 0.05 Gm. of iodine, 0.05 Gm. of benzoic acid and 0.014 Gm. of chlorine and zinc which is the therapeutic equivalent of one Gm. of potassium iodide.

**Pyramidon.**—Lepine (*Lyon Medical*, June 13th) has made experimental and therapeutic observations on this new antipyretic and analgesic. It is a derivative of the antipyrin, but is about three or four times stronger. In dogs 0.2 g. per kilogrammes of body weight is fatal in a few hours. Lepine has given it to twenty patients without any bad result, and in most cases with great benefit. In a case of tabes with severe lightning pains, which antipyrin and hypodermic injections of morphine were powerless to relieve, doses of 0.7 g. of pyramidon three or four times a day were eminently successful, and quite removed the pains for several weeks. This dose is a large one, and he usually employed 0.25 g. three or four times a day with great success on other nervous conditions, often suiting better than antipyrin. It failed, however, in a severe case of neurasthenia. As an antipyretic it proved very satisfactory in a case of typhoid fever.

**Linadin.**—This is the name given by a Swiss manufacturer to a preparation made from the spleen. Other manufacturers have given the name *lienaden* to their preparations made from the same source. Linadin is described (*Pharm. Post.*, 1897, p. 330) as a dark-colored, almost odorless powder, with a distinctive taste resembling that of cod-liver oil. Its ash is rich in phosphoric acid and iron, the latter amounting to 1 per cent. The quantity of iodine present may be determined in the following manner: Mix 10 Gm. of linadin, 20 Gm. of sodium carbonate and 10 Gm. of potassium nitrate, fuse in a nickel capsule, dissolve in water, and when cold, make the solution up to 200 Cc. Put 50 Cc. of this solution into a separatory funnel, acidify slightly with a mixture of 96 parts of concentrated nitric acid and 4 parts of fuming nitric acid; shake out twice with 10 Cc. of carbon tetrachloride; mix the tetrachloride solutions in a glass-stoppered bottle and titrate with one-hundredth normal sodium hyposulphite solution. Each 0.3 Cc. of the titrating solution is equivalent to 0.0152 Gm. of iodine.

**Therapeutics of Lactophenin.**—Dr. George Howard Thompson, Professor of *Materia Medica* in the St. Louis College of Physicians and Surgeons, contributes a second clinical report on lactophenin to the *Tri-State Medical Journal*, May, 1897. His first report was written a year ago. He says he has "continued the use of this valuable product with increasing satisfaction. It is a definite chemical body, differing from phenacetin, in that lactic acid replaces acetic acid," and this "seems to overcome entirely the

possibility of cardiac depression or the conversion of haemoglobin into methaemoglobin, an attribute only too frequently met with in antipyrin, acetanilid and phenacetin." He further says, "as an analgesic, it is equal to the best pain reliever in the *materia medica*," and he quotes three cases in detail, in which lactophenin achieved excellent results. The conclusion arrived at by the author from his extended experience with lactophenin is that his cases indicate to him "the great superiority of lactophenin over phenacetin and other members of the coal-tar group of antipyretics and analgesics."

#### **Tetraiodoethylene or Diiodoform.**

Dr. H. Biltz (*Ber. Chem. Ges.*) gives the following method for preparing this substance, which has been recommended as a substitute for iodoform, and which is known in France as diiodoform: Dissolve 50 Gm. of iodine, by the aid of heat, in a concentrated aqueous solution of 25 Gm. of potassium iodide and cool the solution to zero in a thick-walled beaker glass. When cool add coarsely powdered calcium carbide in small portions, stirring constantly by means of a mechanical stirrer. This produces at once diiodoacetylene, which has an irritating action on the mucous membrane and a pungent odor. From the crude product so formed, which contains tetraiodoethylene, as well as diiodoacetylene, the first-named substance is obtained in the form of colorless crystals, easily soluble in water, while the latter forms yellow crystals, melting at  $187^{\circ}$  C. According to Prof. Biltz, diiodoacetylene is one of the most powerful poisons for all microorganisms and prevents all kinds of decomposition. On account of its irritating odor, however, it is not available for therapeutic purposes. The tetraiodoethylene, however, is recommended as being much preferable to iodoform.

**Kolanin.**—Dornbluth (*Berl. klin. Woch.*, June 21, 1897) first draws attention to the stimulating action of the kola nut. The investigations of Knebel and Hilger have shown that the nut contains no alkaloids, but a glucoside named by Knebel "kolanin." In the ripe or dry fruit this may be split up into glucose and caffeine. This necessitates a very careful preparation of the nut if the glucoside is to be retained. Kolanin is decomposed by the saliva or by the gastric juice. The author has used this kolanin in tablet form prepared after Knebel's directions in a great number of patients. It rapidly restores the strength after exhausting work without any ill effects. It is considerably superior to caffeine. In one case, however, that of a hysteroneurasthenical woman, 0.2 g. kolanin produced a feeling of uncertainty or trembling in the hands. The good effect of this agent was apparent in cases of exhaustion and in neurasthenics, but in the latter the result was only temporary. Improvement was also observed in cases of neurasthenic cardiac depression, but here again the effect was temporary, and another tablet had to be taken in one to one and a half hours. Monobromate of camphor also used in this condition sometimes fails, and may give rise to unpleasant after-effects. In some cases of organic cardiac disease kolanin proved useful. In migraine a beneficial action was also obtained, as well as in headaches following upon overexertion and upon alcoholic excesses.



# New York State Pharmaceutical Association.

## PHARMACY PAPERS READ AT MANHATTAN BEACH

### The Pharmacist and the Microscope—Trade or Profession?—Future of Pharmacy—Interest in the Association—Interchange of Registration Certificates—Re-Registration.

#### THE PHARMACIST AND THE MICROSCOPE.

BY HENRY KRAEMER, PH.G., PH.D.  
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The topic of "The Microscope in Pharmacy" is by no means a new one. In this country, for at least the past twenty years, it has been a theme upon which comparatively many have written. Upon looking over some of these papers one is struck with the loyalty of the authors to the microscope in describing its construction, uses and even possibilities. Nevertheless, one cannot but feel that the situation has been viewed in most cases from some other standpoint than the practice of the profession of pharmacy. The idea that seems to pervade the atmosphere is all that is necessary for the pharmacist is to procure the necessary apparatus (microscope, reagents, etc.) and books, and to follow the directions given. One furthermore receives the impression that because vegetable drugs possess characteristic structures, that therefore the pharmacist ought to use his microscope in determining all of the drugs that he buys. The result of this kind of writing has to some extent hindered our progress in practical pharmacognosy in this country.

#### One Must Be Taught.

To possess a microscope and not know how to use it, or to think one knows how to use it and spend one's time by one's self in endeavoring to interpret what is revealed there, is both money and time wasted. In order to obtain results that are reliable, in using a microscope for any purpose one must know how to use the instrument and understand the structures in the department (say botany) where it is to be used. This knowledge can come only by being instructed properly. Of all the instruments devised in the prosecution of scientific research, there is none that requires that its user shall be better taught in the foundation and guiding principles of the science in which he engages than that of the microscope. It is extremely unprofitable for anyone to have the idea that he can teach himself the use of the microscope in the science in which he proposes to apply it. It looks very inviting to see a good illustration and to read of sectioning, mounting and examining a drug with the microscope. It is another thing to do the work and see the points. Experience teaches us that a beginner finds no help in the illustrations of books. What the beginner needs in doing microscopical work are not illustrations or facts, but ability to use his hands, eye and brain rightly.

One must be taught, i. e., guided to knowledge. Time must first be consumed under a competent teacher in mastering the construction of the instrument and in becoming familiar with the methods of doing microscopical work and in learning the foundation and guiding principles of morphology, both outer and inner, of the plant kingdom. After this is accomplished the student will find books helpful. Now he can use his hands properly, see with his eye correctly and interpret with his brain rationally. The more knowledge that is gained by personal observation the stronger and more self-reliant will the student become.

A broad botanical or even biological university training is the best foundation and is necessary to accomplish the best work with the microscope. It cannot be said, however, that this is absolutely necessary in the prosecution of microscopical work by the pharmacist. It is necessary for him, however, to have mastered the foundation principles of physics, botany and chemistry in order to get the results that are of practical value to him. Some of our schools and colleges of pharmacy are now prepared to give their students a good start in this direction. The student must not be discouraged, but on the contrary expect "to make haste slowly" at first. He must exercise patience in learning to section drugs, and work persistently under a competent instructor until he understands the principles of his subject. Nature does not unfold herself unless one works patiently and incessantly at her. When one problem is worked out, the next is easier. So that by the time the student is master of his subject, results come comparatively easy.

#### Time and Place for Use of the Microscope.

Having shown that instruction is necessary in order to secure reliable results from the use of the microscope in pharmacy, the illusion that the microscope is necessary on all occasions must be dispelled. While it is sometimes an indispensable instrument, it does not follow that it must be used always any more than because an axe is used to chop down a large tree therefore an axe is necessary to break up every piece of wood. The microscope has its time and place for use by every one who is accustomed to using it in his special line of work. It is as superfluous for the educated pharmacist to use his microscope in the examination of each lot of nux vomica or columba that he buys as it would be for the field botanist to make a microscopical examination before he could determine say *Castanea dentata* or *Quercus alba*. In fact it bespeaks lack of knowledge in the

botanist. It likewise reflects on the professional pharmacist who wishes to make sections of those drugs which are so characteristic in a crude condition, and which by experience he ought to distinguish at once.

#### Applications of the Microscope in Pharmacy.

Upon completion of the proper laboratory course and being well grounded in the various sciences necessary for the use of the microscope in pharmacy, we must also recognize that in the use of the microscope there is a training of the eye (a sharpening of it, so to speak) so that the trained eye with the other senses (educated, too) are all to be employed where necessary in the discrimination of drugs. Now there are times when the use of the microscope is essential—whereas at other times it is rather a convenience than a necessity in the practice of pharmacy. Some of the applications of the microscope in pharmacy are the following:

1. *Examination of some crude drugs:* While appearance, odor, taste, etc., are generally sufficient aids in determining most of the commercial drugs one from another, still there are instances when a microscopical examination is desirable and necessary. This is especially so when certain drugs occur in relatively small pieces or whenever drugs that possess similar characteristics are supposed to be intermixed or incorrectly labeled. The microscopical structure will generally enable one to quietly dispose of such doubtful cases. The following crude drugs of the U. S. P. require not infrequently a microscopical examination for their accurate determination. Especially is this necessary when they do not appear in the forms usually seen in commerce:

Mexican Sarsaparilla from Honduras Sarsaparilla.  
Belladonnae Radix (the horny kind) from Inula.  
Belladonnae Folia from Stramonii Folia.  
Serpentaria\* from Spigelia.  
Granatum from Xanthoxylum.

There are a few cases in the examination of crude drugs when microscopical examinations have been advocated, and while sometimes necessary, the quality and nature of adulterant may frequently be told by the eye alone, as with crocus, etc.

2. *Examination of Powdered Drugs:* In recent years powdered drugs have been introduced to such an extent that in many retail pharmacies few crude drugs are to be found. Drugs in the powdered condition may be obtained pure, but adulteration is more easily effected here than in the whole drugs. This is owing to the inability of the average pharmacist to detect it. We notice that some State Boards in their examinations give the candidates few, if any, crude drugs for determination. In time there can be no doubt but that the candidates for the State Board examinations will be required to determine powdered drugs and pronounce on their quality. This is desirable for the sake of the profession of pharmacy and is in accord with the spirit of the State Boards in giving the candidates as practical examinations as may be possible. The microscope must be used in this province, as only by means of it can one determine most of the powdered drugs and pronounce on the quality of all. By means of the microscope drugs of different origin may readily be determined, as the various sarsaparillas, sennas, ipecacs, etc.

\* The microscope is not necessary here, as will be shown in an article to be published later.



3. *As a Preliminary Step in the Study of Plant Constituents:* The microscope is of undoubted service in the preliminary steps of the chemical examination of drugs. With it the nature of inorganic substances, as  $\text{CaCO}_3$ ,  $\text{CaC}_2\text{O}_4$ ,  $\text{ScO}_3$ , etc., may readily be detected. The nature of some carbon compounds, as starch and sugar, and active principles, as oils, resins, tannins or other substances, may be detected qualitatively.

4. *In Determining the Relative Value of Drugs:* It not infrequently happens that two drugs of different origin or habitat are used in medicine and that the cheaper contains the larger percentage of active principles. A chemical assay may be resorted to, but when purchasing a small quantity of a drug this might not pay. By means of the microscope, however, an approximate comparison may be instituted. This applies not only to the powdered, but also to crude drugs. The following instances may be cited:

(a) *Gingers:* The African ginger is cheaper than the Jamaica ginger, but the former contains more secretion cells, which are about the same size in both; hence the African, although the cheapest, assays a higher percentage of oleoresin.

(b) *Buchus:* The "short buchu" is cheaper than the "long buchu," but nevertheless the former contains much larger and more numerous secretion reservoirs than the latter; hence the "short buchu" assays more oil than the other.

5. *In Determining Loss of Active Principles:* It is possible in some cases without resorting to a chemical assay to determine if the active principles have been removed. This is notably so in drugs that contain alkaloids, secretion reservoirs or secreting hairs, as in cinchona, ginger, cloves or any of the lebiatae.

6. *In Determining Identity and Quality of Spices and Foods:* Since the introduction of spices in a powdered form into the household there has been the most flagrant kind of adulteration practiced. In many cases the microscope is the only satisfactory means for determining the purity of the drug or the nature of the adulterant. A few illustrations may be given:

(a) Pepper is admixed with mustard hulls, wheat flour, etc.

(b) Bermuda arrowroot is adulterated with and substituted by other arrowroots and starches.

(c) Tea contains leaves of *Salix alba*, *Sambucus nigra*, etc.

7. *In Determining Unknown Drugs:* It often occurs that a pharmacist receives for identification samples of drugs that are unknown to him. It may be that they are common indeed and indigenous to this country. The microscopic examination at once gives him a start. The compound microscope is indeed playing a very important part throughout systematic botany. Certain groups or families or genera are found to possess a certain characteristic inner morphology, and this is the key to the solution. It may be that the arrangement of the fibro-vascular bundle is peculiar, or that the shape of the element, root, stem, etc., is characteristic, or the identification may be based on the nature of secretion cells or on the nature of hairs, etc. In the leaves the habitat may sometimes be determined by reason of the structure.

8. *In Biological and Sanitary Analysis:* The advancing pharmacist is taking upon

himself the study of those branches which are more or less directly related to medicine and for which there is evidently a growing demand. He is making the biological as well as the chemical analysis of water and reporting on the condition of the sputum, urine, etc., of the patients of the physician. In all this kind of work the microscope is necessary.

9. *For Other Practical Purposes:* Recently some one wished to examine the number of meshes in some sieves. The compound microscope was recommended for the purpose, the principle of the method followed being the same as that used in measuring the lengths of cells, etc.

The microscope may be used in detecting forging; in determining the writing on soiled labels; also in ascertaining the kind of writing paper, labels, etc., that are purchased, etc.

#### **The Influence of the Use of the Microscope.**

From what has preceded it is seen that the microscope has a very important bearing on the practical work of the pharmacist. It would not be proper in an essay of this kind to fail to record the influence of the microscope in the training of the pharmacist. The use of the microscope does for him as it does for all—an infinite amount of good that must not be overlooked. It makes better observers of all. The early workers with the microscope often remarked that it enabled the worker to see afterwards with the naked eye structures that were invisible to him before he used the instrument. By means of the simple lens one is enabled frequently to make out those characteristics of a drug that have been seen with the compound microscope. Finally, with the naked eye alone, one can by experience obtain results in determining the quality of drugs that are based on structure, and not on ephemeral external characters.

#### **Results of the Use of the Microscope.**

We must not be discouraged by reason of the sceptic and his oft-repeated question, "What is the use?" The sceptic is as useful in treating this subject as he is in other problems. In the applied sciences this question is ever before the student. The pure scientist in his pure science will pay no attention to query. But the business and professional man feels it necessary to devote his energies to those things only that will bring forth useful fruits. There is, however, an insurmountable difficulty in following the applied sciences. One cannot predict what scientific fact will be the basis or part of a principle in the construction of some useful invention. Hence we find it necessary to take in more than we can use practically and are sometimes silenced for the time by the question, "What is the use?" Nevertheless we are safe in recording some of the results that accrue to the educated pharmacist from his use of the microscope. The benefits are two-fold, viz., to the pharmacist and to the public.

1. To the Pharmacist: The pharmacist is able to dispense drugs, foods and spices, the purity of which he can guarantee. This means to him and for him:

(a) The most efficient of co-operative work with the physician.

(b) The building up of a good pharmacy, the name of which shall endure.

(c) The establishment of confidence in him by the best physicians and the public. (To have a good custom one must sell good drugs.)

(d) The pharmacist receives the value of his money for his purchases. He does not pay a high price for an inferior drug, as a Honduras price for a Mexican or other sarsaparilla.

(e) The conscience of the pharmacist is clear and he knows what he is selling.

(f) It is also an advertisement to the pharmacist, and he may judiciously utilize it in the building up of his estate here.

2. To the Public: The public in return receive fine drugs, foods and spices. This means to them:

(a) Confidence in the pharmacist, which sometimes may prolong and even save life, and

(b) Satisfaction in the goods for the money paid.

#### **Arguments Against the Use of the Microscope.**

1. It requires an educated person to use the microscope to any advantage. A mere merchant could not use it with profit. It requires that one shall have spent time and money in acquiring a proper education. Hence they who have never been instructed by a competent teacher cannot practically avail themselves of the benefits of the use of the microscope.

2. The cost of the outfit, being at least \$25, makes some persons, who might use it profitably, think too long about purchasing a microscope.

3. Time must be given to the use of the microscope. Many pharmacists feel that if there is any time to spare it ought to be given to "resting up" or waiting for the next rush of business.

4. It takes "nerve" or backbone for one to go to college, to buy a microscope, to give the time necessary for securing results and to believe that all will pay in the end.

5. The merchant who wishes to purchase his goods at the lowest price, regardless of quality, does not care to be able to know whether the guarantee for purity of the seller is correct. He would rather sell impure and adulterated goods with the clear conscience of willful ignorance.

#### **Conclusion.**

A good education is necessary for a professional pharmacist, and he alone who is taught properly can use the microscope advantageously. The microscope may be utilized in so many practical ways by the educated pharmacist that the receipts far outweigh the cost and time. The light in the sky is already appearing, the clouds are rising higher and higher on the mountain side and the practical pharmacists are ascending one by one to higher flights than where they rested yesterday, and they follow those who it sometimes may seem are working in the clouds, yet who, nevertheless, when the light shines, are seen to be laboring for their benefit and the future of pharmacy.

### **TRADE OR PROFESSION?**

By S. H. CARRAGAN.

#### **QUERY NO. 11.**

Is the Pharmacist of the Future likely to be a mere storekeeper, or a skilled member of a profession?

The formal acceptance of an official query may be presumed to debar the author of any paper presented before the Pharmaceutical Association of the great State of New York from any grumbling about his topic: having made his bed, he

is supposed to lie on it as best he may. Yet I cannot forbear expressing my doubts and misgivings about the waste of breath and space to which our State Associations, and our pharmaceutical journals in particular, are too much given in their speculations about the future of pharmacy. Pondering over the future may have its place, but a little of it goes a great way, and, in my humble judgment, the Query Committees of our various societies would do well to remember, in shaping and selecting their questions, that an ounce of fact is worth a ton of speculation; that past experience is the only reliable source of prophecy; and that the great need of our annual gatherings is to collect a fund of practical suggestions, showing wherein the druggist may blunder, what chances of business he is prone to neglect, what schemes of advertising may be turned to profitable account, and what difficulties of manufacture or dispensing it is possible to overcome. The purpose of the State Association I conceive to be to make its members better, keener and shrewder business men, better advertisers, better buyers, better salesmen, better dispensers, and—let us hope, for the sake of their common welfare—better friends.

And now, stabbing into the heart of my topic, I want to repeat what my old crony, Daniel Webster, never tired of impressing upon the people—that a study of the past furnishes the only reliable data for judging and forecasting the future. I am not a seventh son of a seventh son—I am neither a prophet nor the heir of a prophet's mantle—and if the family Bible can be trusted, I wasn't born anywhere near Delphi or any other God-forsaken Greek oracle. But I have spent a few moons among druggists. I have seen more than one generation of druggists pass through the successive stages of apprentice, clerk and proprietor. My worst enemy couldn't call me a spring chicken, nor deny to the following views that authority which attaches to a long, hard and varied experience.

Will the pharmacist of the future be a "mere storekeeper?"

No.

Will he be a strictly professional man?

No.

Will he devote himself exclusively to the dispensing of physicians' prescriptions?

No, a thousand times no!

#### The Pharmacist of the Future

Will unquestionably be a college man and a competent dispenser, but, before all and above all, the pharmacist of the future will be a keen, shrewd and progressive merchant. A "mere storekeeper?" No, indeed, but a well-educated business man, with disciplined faculties and with head full of the technical knowledge pertaining to his goods—sufficiently posted not to be a confiding fool or a credulous gull in the hands of the manufacturer—grasping comprehensively the chemical and pharmaceutical bearings of his calling; yet realizing that his first duty is to make a living, never feeling too good or too clever for his business, and never closing his eye to the main chance by day or by night.

I know that all this is opposed to the theories of those people who proclaim that a process of evolution is now proceeding among druggists—that the merchant druggists are dividing off into one camp, and the scientific professional dis-

persing pharmacists into another camp, and I hear much talk about the men who in large cities are making a big success of their pharmacies devoted exclusively to dispensing. I know that you can find a handful of such men in each of the leading cities; the future will probably see an increase in their numbers; possibly many of them will qualify themselves to make chemical analyses, to examine germ cultures, to do expert work with foods and beverages, etc., etc.; but the fact remains that they will form in numbers an insignificant fraction of the great body of pharmaceutical even in the large cities, while in the smaller cities and towns a subdivision of functions will be out of the question.

#### Of Higher Education.

All this talk about the gradual evolution of a body of professional pharmacists, devoting themselves exclusively to skilled and scientific labors, would possess only a speculative and insignificant interest, were not the riders of that hobby horse constantly proclaiming that "higher education is the only salvation of the pharmacist." This is all rot. The only salvation of the druggist is better business training and greater business ability. I'll back the graduate of a successful and thriving drug store against any Ph.G. who is a brilliant pharmacist but a poor business man. I believe in education—I believe in colleges of pharmacy, especially in those that offer good courses of laboratory work; I believe that the colleges impart a maximum of useful and necessary knowledge in a minimum of time; and just as the dentist must be more than a mechanic, possessing a sound knowledge of physiology, pathology and dental medicine, so must the druggist be more than a mere trader; he must buy, test and compound his drugs intelligently. But what would become of your "Doctor of Dental Surgery" if he despised manual labor? And what will become of your druggist if he despise trade? The prosperous druggist is essentially and primarily a merchant. If a well-educated merchant, so much the better; so much the worse if business training is neglected for education, if the tail gets to wag the dog.

#### College-bred Men in Trade.

Right here let me impress upon you that college men are going to cut more and more of a figure in every branch of trade. Time was when a college man turned as naturally to law or medicine or theology or chemistry as a duck to water. But we have now changed all that. College graduates are flocking into all branches of trade, and after parting with some of their conceit and acquiring practical experience, they prove excellent business men with a vision for dollars as keen as anybody's. I have no patience with the narrow idea that a good college man is necessarily a poor business man.

#### An Ideal Pharmaceutical Training.

The most striking kind of exposition is illustration, and I cannot better express my views as to the pharmacist of the future than by describing the course which I should have a son of mine follow, if he showed an inclination to make the drug business his lifework.

First, I should insist on a good general education. The youth must take a course in a good high-school, graduating say at the average age of 18½. I should then put him in the hands of a shrewd

and successful druggist for not less than two years. There his liking for the business would be thoroughly tested; he would grow familiar with its needs; he would learn how goods are bought, advertised and sold; he would acquire practical experience at a time when the mind is most receptive. My youth would then be ready for a college of pharmacy—the best I could find—the school offering the best courses in laboratory work and possessing best teachers, for, as David Starr Jordan puts it, "it's the men who teach." It is the teachers who make the school, not fine libraries nor buildings nor laboratories. Would I have my youth become an expert bacteriologist, a food analyst, a master of organic chemistry? Not much. He should devote his attention exclusively to the branches which bear directly on the drug business and which he would need subsequently every day of his life. If he show an overmastering love of science, let him specialize and renounce pharmacy; but if he wants to become a druggist, he must give up the notion of doing Lord Bacon's act by making all knowledge his field. When ready to graduate my young man would be 22 or 23 years of age, and I should cast about for a suitable berth for him, endeavoring to place him with a thoroughly keen, up-to-date, representative druggist—a man of character and weight as well as ability. In this position I should leave him for three or four years, so that he could profit by other people's blunders, make his own mistakes and buy his experience at somebody else's expense. Meanwhile, he would be earning and saving a little money. He would now be ready for a first-class position, or for a responsible partnership, or for a personal investment as soon as he should command the capital, and he would be a thorough master of his craft.

#### Essentially and Primarily a Business Man.

I am confident that the pharmacist or druggist of the future will pursue some such course. He will place a high value on book learning and college teaching; he will keep himself thoroughly informed as to the advances which pharmaceutical science is constantly recording; he will be the intelligent aid and guide of the physician in everything relating to the administration of medicine; but he will be essentially, primarily and principally a business man, thoroughly versed in buying, advertising and selling; quick in perceiving what to purchase and what to make with profit; understanding human nature; grasping every opportunity. He will fear no competition, because the very arena in which he must compete has been his drilling-ground, and no matter what changes occur in medicine or pharmacy, he will always have plenty of arrows left in his quiver.

#### A Fool's Paradise of Professionalism.

And now let me ask: Whence comes this longing for the bauble of professionalism—whence this foolish and absurd talk about "mere storekeepers?" Trace them both and you will find their root in some of the pharmaceutical schools where young men are encouraged in the deplorable illusion that a college course will lift them above the hard, strenuous, but inevitable, competitions of mercantile life. Because the actualities of business are severe and unpalatable, some of our teachers, and not a few of our druggists, shrink from looking the truth stoutly in the face; they will not

accept the difficult situation just as it is, and prepare for it accordingly. The unfortunates are lulling themselves to sleep in a fools' paradise of professionalism; with few exceptions they will wake in a purgatory of failure and disappointment. The problem of the professional man is comparatively simple: he has only to study long and hard, prepare himself faithfully and then wait for employment. The druggist of the future will have to do all this *and more*: he will acquire competence in every branch of his occupation, and then, besides, he will everlastingly hustle for business—seeking the support of the physicians, catering to family trade, absorbing all the transient custom that can be made to come his way; scheming, advertising, pushing; and winning everybody's confidence by ability, by education, and by that rigid uprightness in dealing which is, after all, the biggest winner in the race for success.

## THE FUTURE OF PHARMACY.

By ALFRED B. HUESTED, PH. G., M.D.

Albany College of Pharmacy.

### QUERY NO. 11.

Is the Pharmacist of the Future to be a mere storekeeper or a skilled member of a profession?

This is a question many thoughtful pharmacists have asked themselves, and some have even queried if the pharmacist of to-day is more than a mere storekeeper.

We are living in an age of change. New truths, inventions, discoveries and methods make to-day as different from yesterday as light from darkness. These changes are more sudden now than at any previous period of the world's history. In everything change tends to disorder and confusion, and a view on the surface gives the impression that disintegration and destruction, rather than growth or development, is taking place. There is no better way to understand the present, and predict what the future has in store than by a survey of the past. If we compare every profession or business of to-day with what obtained even twenty years ago, there are very few who cannot see that great changes have taken place in all of them. The doctor, the lawyer, the teacher, the clergyman, the merchant, the manufacturer, and even the agriculturist—are they to-day what they have been in the past? Do they practice, do they teach, do they believe, do they carry on business, do they work to-day as they have in the past? Look at the most common mercantile business, that of supplying food to man, the grocer. Is his place of business and his method of conducting it what it was a few years ago? I fancy the merchant of twenty years ago would be almost as much surprised by the store of to-day as was Rip Van Winkle when he awoke from his long sleep.

And as we old-timers in the drug business look back at what was, at the quiet, noiseless, inexpensive and pleasant methods of the past, at the leisure for thought and research and the certain prospect of success, were we but diligent and honest, and compare it with the excitement, hurry and expense and noisy shoutings of to-day, then the query of this essay arises.

### The Division of Labor.

I have said that by looking at the past we can better understand the present and see into the future. In the early history of man the individual and the nation was, to the fullest extent, self-reliant. He held within himself the knowledge and the art by which to satisfy all his necessities. As time passed necessities grew and the means to satisfy them also grew, hence a certain division of knowledge and labor grew; self-reliance decreased and dependence or community of interests increased. Men began to separate into classes, first the teacher and worker only; then the merchant or trader class was formed, and these are the three great classes of to-day, to one of which, or to a subdivision, every individual should belong. These three classes of men are equally honorable and mutually dependent. One class cannot be abolished without injury to the remaining. At first one individual represented the class; combination was the order in teaching, in working and in trading. The teacher was the ruler, giving law; the clergy dictating religion; the doctor and pharmacist both advising and supplying medicine for the sick; the laborer could work in any department, and the merchant dealt in all kinds of commodities. As time passed subdivision of these classes came. The evolution of the minister, the lawyer, the doctor, and the pharmacist took place.

As the sciences were evolved students and teachers of these became separate and distinct, some pursuing one branch, some another. Labor also became subdivided. The education of man developed new wants, and the evolution of mechanics and arts furnished a vast variety of employment for the laboring classes. Merchants or traders followed the same course as the other two great classes of men, the educators and the workers, and subdivided into dealers of single articles, or related lines of merchandise.

### The Teaching Class.

The subdivision in the teaching or educational class of men has developed to a great, some think to its fullest extent. The religions of the world are numerous, the sects of each more numerous, and the subdivisions of the teachers of these sects into evangelical, pastoral, missionary, theological, etc., obtains. The lawyer of to-day, instead of practicing in all the departments of law, as a rule, confines himself to one department, as international, constitutional, municipal, civil or criminal law. The doctor for a while preaching, as well as practicing, in time confined himself entirely to the cure of the sick and wounded. The surgeon then separated from the physician, each in turn following many diverging avenues of thought and work, and the specialist is the result.

### The Working Class.

In the second class into which men are divided, the working or laboring class, this subdivision or evolution has been carried to as great an extent as in the educational. Some countries bring forth one kind of product, some another, as experience proves best. Some men develop one new mechanical device, some another, and localities even become renowned for the manufacture of one article or varieties of it.

### The Trader Class.

With the third class of men, the merchant or trader, subdivision has been the rule in the past, and is, to some extent, to-day. No one will deny that a change is in progress, and has advanced so far that it is the exception to find the merchant of one product or manufacture; the majority dealing in many, and not a few in almost everything needed by civilized man.

### Effects of Subdivision of the Classes.

We cannot deny that this subdivision in educational pursuits has produced better systems of religion and more devoted and consecrated ministers; better laws for controlling the intercourse of man with man, and more profound expounders of the same, better knowledge of organic life, of the laws governing health and disease, and better doctors to advise and give relief. The agricultural and mechanical world has, by this same subdivision of work, progressed to an almost miraculous extent. The tempting fruits and beautiful flowers, the wonderful inventions and discoveries all point to this as the age of progress above and beyond all preceding.

The merchant or trader of to-day, with his avenues of trade extending around the whole earth, his transactions involving untold and almost inconceivable sums, is so far beyond the merchant of the past that the latter is not thought of in the same connection. The educational and artisan class seem to have reached their present development by a division of thought and work, by individual thought and work in one direct and unvarying line. No one can deny that this pursuit of one line of thought and research in the educational world and one line of effort in the working world has been the cause above all others of present attainments. The trader or merchant, however, appears to work on the principle that the laws which govern dealing in one article can be applied to others, and the greater the number the more successful and accomplished as a merchant he becomes.

### The Pharmacist a Member of All Three Classes.

You may ask now, What has all this to do with the query? and answer just this: The pharmacist has always been a worker in the three great classes, an educator or teacher in the line of medicinal and chemical research, a manufacturer in the production of remedial agents, and a merchant or trader in the sale of these products to those in want. The educational and manufacturing sides have, in the past, been more prominent, while the mercantile followed, as matter of course, and was, in a certain sense, of minor importance. The average pharmacist to-day in this country is more of a merchant and less of a searcher after knowledge and manufacturer than he was. Instead of dealing in medicinal agents only he has included many other lines of goods and is yet reaching out for more. The life of the merchant is not conducive to quiet, to undisturbed thought and research. This condition has not arisen because of direct effort, or from lack of efforts on the part of the retail pharmacist, except in so far as he has gone out of his legitimate field and introduced into his stock articles foreign to pharmacy. It may be that in this commerce of articles foreign to the profession can be

found the reason for the decline of the professional and increase of the mercantile side of pharmacy. I will not say that the pharmacist is entirely at fault for this condition, but that he is, to some extent, I think, no one can deny.

The conclusions to be drawn from the preceding considerations seem to be that educational matters, the professions, the sciences, the arts, agriculture, mechanics, all the work of the first and second classes into which we have separated men are advanced by a division of labor; that is, by individual effort in one line, and that the third or mercantile class has reached its present standing by combination; that is, by dealing in numbers of articles, and, apparently, the greater the number the greater the success.

The student, discoverer and inventor cannot thrive in the busy haunts of trade. The true pharmacist has, to a great extent, been driven from the care of pharmacies in public places to the laboratories of large manufactories, hospitals and schools. The retail pharmacist of to-day receives from these manufactories the great bulk of his stock in trade, and the prescriptions of physicians call directly in great part for this or that manufacture of goods, or this or that product made only by A, B or C.

The pharmacist of the future will be what the pharmacist of to-day makes of him, a merchant or trader, in proportion as he enlarges the variety of commodities in which he deals, or a professional or educational man, in the proportion in which he reduces this variety and endeavors to confine his work to the preparation, care and sales of such agents and work in such lines as are used in the cure of disease, relief of the wounded, and which promote a knowledge of the laws of health.

## TO INCREASE INTEREST IN THE ASSOCIATION.

BY EDWARD A. SAYRE.

### QUERY NO. 25.

How can we increase interest in the State Association among the pharmacists of New York, and how may membership in the Association be made more beneficial to them?

This query seems simple, but when we sit down and attempt to answer we find that we have something of a job on hand. Nineteen years ago this Association was organized in the city of Utica, for the purpose of bringing together (as in one family) the druggists of the State for mutual protection, the advancement of pharmaceutical knowledge, etc., etc. It seems to us that the simple announcement that such an association was to be formed should have caused all the druggists in the State to enroll their names; such was not the case. Many did come in, but the great majority did not, and your query is probably intended to bring out the reason why, and to discover how we may be able to bring into the fold those who still remain outside. The question is not an easy one, and the outlook not a promising one.

### What a Meeting Did.

The very nature of our calling is one calculated to make us narrow-minded, from the smallness of our transactions. We find here a man who has been in busi-

ness for the past twenty-five years. A block above, on the same street, is one who has been in the same location for the past fifteen years, and one block below is another who has been there for ten years. Our friend of twenty odd years did not call upon his new neighbors when they opened. He is not acquainted with them, and for all these years he has scowled when either has been mentioned. He has to himself (and, in fact, mentioned it to others) felt all the time that both were interlopers, whose only object was to make life one constant drudge for him, forgetting that the population of their town had increased in the time mentioned at the rate of about 500 per year, and that there was plenty of room for them all, also forgetting that each of these parties had as much capital invested as he, and was, perhaps, just as good a pharmacist and man in the community. There was no fellowship between them; each kept to himself. The time came when our friend was induced to attend a meeting of the State Association. He was astonished at the number of druggists who assembled, and could hardly believe that there were so many in the State. His friend, the popular salesman for the enterprising firm of Ketchum & Cheatem, took particular pains to introduce him to many of the members. He stayed through the meeting, enjoyed his outing, and went home the better for his contact with something besides the four walls of his old store.

His friend, the salesman, was asked to make him acquainted with a fine-looking man who was standing at the opposite side of the room. He smiled, and did so, introducing him as Mr. Jones. In the course of conversation he learned that his new friend was from Lonelyville (his own town). His surprise can be imagined. Further conversation developed that his new friend was the man who had done business within a block of him for fifteen years. He apologized for his past neglect, and they decided to begin life anew on the friendly basis. They called on Mr. Brown (the neighbor of ten years' standing) when they returned home, and before the time for the next meeting came around they had his application for membership, also one from each of the other three druggists doing business in the same place. From that time on they were as one family.

### Let Each Member Do His Duty.

The membership in this Association can be increased by each one of those now in, deciding that he will secure at least one member before the next annual meeting. If he goes at it right this will not be a difficult task. He must be a man, and recognize that his fellow-druggists are just as good as he is, just as much entitled to live; he must make amends for the past, broaden out, go to the neighbor with outstretched hand and make him feel that he desires to be his friend and wants him for one. When we can do this we have taken a long step toward solving Query No. 25. Local and county organizations may be made valuable aids in the work. For this reason the Committee on Trade Interests should be composed of your most active members—those who will ever have in mind the importance of local organization as an auxiliary.

It sometimes occurs to me that perhaps the most effective State Association would be one composed of delegates from only local and county bodies; but this

could not be effective until all sections of the State were properly organized.

### The Meetings Must Be Made Interesting.

The druggist takes few vacations, and it is to the interest of the Association to make his outing at this time of the year so pleasant that he will look forward to the next meeting with anticipation and longing. Let us have good papers and good discussions—not too many of either. Don't make the sessions tiresome. Let us have music and entertainments. Interest the ladies. Give them a share of the work, and I promise you that your meetings will be well attended and your membership will increase.

## INTERCHANGE OF REGISTRATION CERTIFICATES.

WILLIS G. GREGORY, PH. G., M. D.

Erie County Board of Pharmacy.

### QUERY NO. 4.

Should a pharmacist, licensed by an accredited Board of Pharmacy, be thereby eligible to practice pharmacy in all the States?

The enactment of pharmacy laws mark the appreciation, both on the part of the public and the pharmacists themselves, of the fact that there is a necessity for the better protection of the public in the matter of dispensing medicines and poisons.

The character of legislation controlling the practice of pharmacy shows clearly that such increased protection was intended to be secured by a better preparation or special education of those who were to do the dispensing of the future.

The law covering the practice of pharmacy in Erie County, N. Y., was passed in 1884, and the conditions there were probably very similar to those in every other district, when a Board of Pharmacy was first given jurisdiction. We found the stores largely manned by those who had grown up in the business. The preparation of many of those who were then dispensing was along most narrow lines. They were largely store trained, had little knowledge of books or principles, frequently could not write grammatically, and even made ludicrous blunders, such as dispensing powder from a can in which bismuth was packed, in place of bromine itself.

### Effect of Board Examinations.

After the organization of the Erie County Board the examination requirement speedily operated in bringing a better equipped class of men into pharmacy. The change was so rapid and marked that it was frequently commented upon in our city. It is not at all probable that these conditions and experiences were peculiar to Erie County, but it is highly reasonable to believe that the same changes have taken place, and will take place where examining boards of pharmacy have been established. If this be so, and the writer firmly believes that it is, then at the present time in this country our States are in the various stages of this process. We have States with no laws; some with new laws and some with a fully developed condition of supervision by boards of pharmacy.

### Standards of Examination.

To refer again to our experience in Erie County, our examination standard

has varied with the age of the board, beginning with a very moderate standard in order not to make the change too radical, and so alienate that support of the local pharmacists which the board needed to maintain its existence. This standard has been gradually raised, until now we cherish the belief that it is as high, if not higher, than any other in this State. We have no idea that we are very different from other boards, and believe that our experience is somewhat common to all boards of pharmacy.

#### Exchange of Certificates Unwise and Unfair.

Now, with these two conditions in mind, first, the various stages of progress in the administration of pharmacy laws and the somewhat similar stages of development in the examination standards of the different boards, it will readily be seen that there can be nothing like uniformity of conditions in the different States in this country for many years to come, and, therefore, acceptance by the various boards of each other's licenses, without any restriction, would be an unwise and unfair practice.

It is desirable that interstate recognition of licenses shall be encouraged, but it will be many years before this can be done judiciously without some investigation as to examination standards or some percentage requirement that shall make such investigation unnecessary.

It is understood that some of the State boards have agreed among themselves that candidates passing a given percentage above the minimum standard in other States than where they are, shall be allowed to register without re-examination.

Under existing circumstances this would seem to be the only reasonable method of answering our query in the affirmative, and the writer is unable to see any serious objections to this plan.

### RE-REGISTRATION.

BY EDWARD A. SAYRE.

Query No. 5 reads: "What are the advantages and disadvantages of renewal of registration?" In our opinion everything can be said in favor, and little, if anything, against re-registration. Where local boards exist, there is perhaps less need for it than where one board has jurisdiction over a whole State, as there is little excuse for a local board's not keeping track of each and every store, but with a State board, with members scattered at different points, and meetings occurring quarterly, or even monthly, it cannot be expected that all the changes in stores will be known, and in some remote points parties not entitled to practice pharmacy might be owners of, or in charge of pharmacies, for five or ten years, without the proper officials being cognizant of the fact. With re-registration (and this should be annual) such work would be stopped, if the law governing is properly constructed, and all those who, at a certain date, have not complied with the law, should be proceeded against and forced to come up for registration by the strong arm of the law.

The only thing to be said on the other side is the hardships imposed on the druggists by the renewal, the same being the time necessary to appear and the expense. The latter, in our opinion, should be only a nominal sum, just sufficient to cover the actual expense, the penalty for

non-compliance enough to make prompt attention sure. No other course has been proposed which so easily ensures the board's knowing just what is going on at all times. By all means let us have re-registration.

### RENEWAL OF REGISTRATION

BY WILLIS G. GREGORY, PH.G., M.D.

Erie County Board of Pharmacy.

To re-register, or not to re-register, that is the question: "Shall we rather bear those ills we have than fly to others that we know not of?"

This modern problem in ancient dress revolves periodically in the minds of our official Hamlets.

Some five or six years ago the Board of Pharmacy for the County of Erie, secured an amendment to its law, providing for the annual re-registration of all licentiates in pharmacy practicing their profession within the city of Buffalo. During this period the writer has had an opportunity of officially observing the operation of this requirement, and it is believed that a study of the plan in actual operation will be more profitable than a purely theoretical consideration.

#### How It Works in Practice.

Our law designates the first twenty days in May as the period of re-registration, and empowers the board to fix the re-registration fee at amounts not to exceed \$2 for a pharmacist, and \$1 for an assistant pharmacist. These maximum rates have never been fixed by the Board, as it has been found that just one-half of them is sufficient to yield the necessary revenue for the maintenance of the Board.

In order to make the requirement as easy of observance as possible, it has been the custom of our Board to place the re-registration blanks in some centrally located pharmacy, so that re-registration can be conveniently performed in person, as well as by mail. A list of the drug stores in Buffalo is prepared in an indexed volume, and after each period of re-registration, all pharmacists and assistants complying with the law are credited to the various stores in the city.

#### Simplifies the Enforcement of the Law.

After this is done, a very few minutes will furnish the Board with the knowledge of what stores are properly equipped with licentiates and what stores are not thus supplied, and are, consequently, violating the pharmacy act. With this knowledge it is a comparatively simple matter to enforce the law, because the Board is able to direct its attention to the exact places where investigation is needed. The law does not provide for notifying licentiates of the re-registration period, but, as a matter of policy, the Board annually notifies all the pharmacies of the requirement, stating at the same time the fee and the location of the re-registration blanks.

No opposition to this portion of our law has ever been shown, unless there may have been one or two sporadic cases, which are euphronically known as cranks.

#### Two Chief Advantages.

As is suggested by this description of re-registration in Erie County, it can be seen that the two chief advantages pertaining to the plan are, first, the information which is secured by the Board with

reference to the licentiates in pharmacy in the stores within its jurisdiction, enabling the Board to concentrate its attention on the execution of the law where it is most needed, and the second advantage of securing an income, without which the operations of the Board could scarcely be carried on.

But now I hear the familiar objection that what will work in little Buffalo is not practicable in a larger and more populous district, and I am quite prepared to concede that the methods of carrying on re-registration might have to be varied to suit changed conditions, but that it is impossible in Greater New York, or even in the entire State, is not to be admitted for one moment.

It is not to be claimed that an index list of all the drug stores in the State of New York is a practicable arrangement, and I am very free to confess that I have not studied the larger problem enough to recommend in detail the best methods of carrying out re-registration throughout the State.

It occurs to me, however, that very possibly the law of averages could be made to apply in this matter as in so many others. It is a matter of common knowledge that there is a fairly regular ratio between drug stores and population, and so while a record might not be made of every pharmacy in the State, it might be expected that a certain proportion of drug stores would be found in all sections of the State, making due allowance for the character of the districts and the nature of their population.

Suppose the average ratio of one drug store to about 2,000 of population were chosen, when the period of re-registration was passed, by having the licentiates indexed by cities or counties or in some similar way, it would be comparatively easy to select districts for investigation.

Another would be to publish a list of all who re-registered, and then to solicit their co-operation in securing the re-registration of others.

#### No Hardship for the Board.

The claim cannot be maintained that this will throw an undue amount of labor upon the Board of Pharmacy, for the work of issuing notices, filling out and mailing certificates of re-registration and indexing those who re-register is of such simple character that it could easily be done by inexpensive clerks.

It appears to the writer that the only possible disadvantages which can reasonably be alleged are, first, the trifling inconvenience connected with re-registration to those re-registering, and, secondly, the slight expense to those subject to the law. These disadvantages are so far outweighed by the advantages of re-registration, that even if the State should support the Board by a sufficient appropriation for all its needs, the writer would still be in favor of a re-registration requirement.

#### A PERMANENT TURPENTINE LINIMENT.

Schnabel has found that the following formula furnishes a liniment which will remain of uniform consistence for at least three months:

Potassium carbonate .....	5 parts.
Soft soap .....	40 parts.
Oil of turpentine .....	55 parts.

The addition of water or alcohol decomposes the liniment.





*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect.*

*When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**Sticky Fly-Paper.**—W. A.—The following are recent formulas:

I.	
Resin. . . . .	150 parts.
Linseed oil. . . . .	50 parts.
Honey or beeswax . . . . .	30 parts.

II.	
Resin. . . . .	100 parts.
Rapeseed oil. . . . .	50 parts.
Crude turpentine . . . . .	50 parts.
Honey. . . . .	10 parts.

III.	
Resin. . . . .	100 parts.
Venice turpentine. . . . .	200 parts.

#### IV.

Linseed oil, a convenient quantity. Boil the oil in an iron kettle in the open air until it catches fire. Allow it to burn until a drop removed from the kettle draws out into a fine thread; then allow to cool. The addition of a little beeswax will assist in attracting the flies.

**Can This Be Compounded to Make a Clear Mixture?**—G. P. R. writes: "I would like to know if it is possible to compound the subjoined prescription so as to have a clear solution? Can you add two ounces of salicylic acid to a twelve-ounce mixture of this nature, or any other, and hold it in perfect solution?"

Phytoline . . . . .	2 oz.
Tr. cimicifuga. . . . .	4 oz.
Tr. rhus tox. . . . .	2 oz.
Acid salicylic. . . . .	2 oz.
Vini colchici. . . . .	2 oz.
Syr. sarsap. comp. ft. . . . .	12 oz.

I compounded this and the acid precipitated. The physician argued that a clear solution could be made of this prescription. What do you think?

While we do not ordinarily take it upon ourselves to criticise the doctor's prescription, we cannot help in this instance pointing out the shot-gun and polypharmic character of this specimen, which calls for the solution in a number of already saturated solutions of a large amount of an acid which is practically insoluble in water and only soluble in 2.4 parts of alcohol. Solution might, perhaps, be effected by adding the salicylic acid to the tinctures of cimicifuga and rhus, then adding the phytoline, providing the latter is alcoholic (its composition

is not known to us), and finally the wine and syrup. Precipitation is, however, to be looked for, no matter how you may compound the mixture. The substitution of glycerin for syrup of sarsaparilla might tend to delay precipitation, but the mixture is a rather hopeless one, and its character—the mixture of a proprietary anti-fat remedy with a combination of ingredients that are indicated in the treatment of different forms of rheumatism—makes any experimentation on our part out of the question. It is a combination which would be likely to turn up only one time in ten thousand. Why not try some experimentation of your own on the lines indicated in this note, and report to us the result?

**To Fasten Metal to Glass.**—D. G.—A very satisfactory cement for this purpose can be made as follows:

Parts.	
Resin . . . . .	3
Soda . . . . .	1
Water . . . . .	6

Boil until a soap is formed, and to 50 parts of this soap add slowly and with constant stirring 100 parts of levigated plaster of Paris.

**No. 6.**—W. W. Y.—This preparation, which was mentioned in the preceding number in the department of "Queries and Answers," is a compound tincture of myrrh and capsicum, made and sold by Farrant & Co., of New York. It is quite probable that the prescription submitted by you and discussed in our issue of July 10, has been incorrectly read, two separate prescriptions being intended, the first six ingredients representing one mixture and the remaining ingredients the other.

**Solution of Iron Salicylate.**—P. E. R.—A stable solution of iron salicylate can be made as follows: Dissolve 384 grains of pure ferrous sulphate and 320 grains of sodium acetate in seven fluid ounces of distilled water. Then dissolve separately 480 grains of sodium salicylate in seven fluid ounces of distilled water; mix the solutions, filter, and wash with distilled water to make fifteen fluid ounces; to this add one fluid ounce of glycerin.

**Cholera and Diarrhoea Remedies.**—D. S.—We give below a number of desirable formulas from which you may select one or more to suit your needs:

#### SUN CHOLERA MIXTURE.

Parts.	
Tincture opium. . . . .	1
Tincture capsicum. . . . .	1
Tincture rhubarb. . . . .	1
Spirit camphor. . . . .	1
Spirit peppermint. . . . .	1

#### SQUIBB'S DIARRHOEA MIXTURE.

Parts Volume.	
Tincture opium. . . . .	40
Tincture capsicum. . . . .	40
Spirit camphor. . . . .	40
Chloroform . . . . .	15
Alcohol . . . . .	66

#### AROMATIC RHUBARB.

Parts.	
Cinnamon, ground. . . . .	8
Rhubarb . . . . .	8
Calumba . . . . .	4
Saffron . . . . .	1
Powdered opium. . . . .	2
Oil peppermint. . . . .	6
Alcohol . . . . .	q. s. ad. 100

Macerate the ground drugs with 75 parts alcohol in a closely-covered percolator for several days, then allow percolation to proceed, using sufficient alcohol to obtain 95 parts of percolate. In percolate dissolve the oil of peppermint.

#### RHUBARB AND CAMPHOR.

Ounces.	
Tincture capsicum. . . . .	2
Tincture opium. . . . .	2
Tincture camphor. . . . .	3
Tincture catechu. . . . .	4
Tincture rhubarb. . . . .	4
Spirit peppermint. . . . .	4

#### BLACKBERRY CORDIAL.

Blackberry juice. . . . .	1875 Cc.
Cinnamon, ground . . . . .	100 Gm.
Cloves, ground . . . . .	25 Gm.
Nutmeg, ground. . . . .	25 Gm.
Diluted alcohol. . . . .	q. s.
Syrup . . . . .	1875 Cc.

Percolate the ground drug with diluted alcohol to obtain 1,250 Cc. of tincture, and to this add the blackberry juice; then add 30 Gm. purified talcum, set the mixture aside for 24 hours, and filter. Wash the filter with sufficient diluted alcohol to obtain 3,125 Cc. of filtrate and add the syrup.

#### BLACKBERRY MIXTURE.

Fluid extract blackberry root. . . . .	2 pints.
Fluid ginger, soluble. . . . .	5 1-3 ounces.
Fluid catechu. . . . .	5 1-3 ounces.
Fluid opium for tincture. . . . .	160 minims.
Brandy . . . . .	8 ounces.
Sugar . . . . .	4 pounds.
Essence cloves. . . . .	256 minims.
Essence cinnamon. . . . .	256 minims.
Chloroform . . . . .	128 minims.
Alcohol (25 per cent). . . . .	q. s. ad 1 gallon.

#### KINO AND OPIUM MIXTURE.

Tinct. capsicum. . . . .	160 mins.
Tinct. opium. . . . .	1 oz.
Tinct. kino. . . . .	10 drs.
Comp. tinct. catechu. . . . .	ad 4 ozs.

#### OPIUM AND ACID MIXTURE.

Tinct. opium. . . . .	320 mins.
Spir. chloroform. . . . .	320 mins.
Aromat. sulph. acid. . . . .	320 mins.
Syr. lemon, s. q. . . . .	ad 4 ozs.

#### BISMUTH AND SODA MIXTURE.

Soda bicarb. . . . .	32 grs.
Bismuth, subnit. . . . .	48 grs.
Peppermint water. . . . .	1 oz.
Chalk mixture, enough to make. . . . .	4 ozs.

#### CHALK AND CATECHU MIXTURE.

Tinct. opium. . . . .	136 mins.
Chalk mixture. . . . .	2 ozs.
Comp. tinct. catechu, enough to make . . . . .	4 ozs.

#### COMPOUND BISMUTH MIXTURE.

Bismuth subnitrate. . . . .	160 grs.
Paregoric . . . . .	160 mins.
Chalk mixture, enough to make. . . . .	4 ozs.

# M. QUAD'S HUMOR.

## MEDICAL QUALIFICATIONS IN PIONEER DAYS.

"Phys. Surg. and Doc." with a Limited Materia Medica and a Marvelous Knowledge of Anatomy.

Too Many Deaths Bring About a Loss of Confidence and "Phys. Surg. and Doc." Leaves Suddenly.

### The Doctor at Gravel Flats.

By M. QUAD.

There were about a hundred miners of us at Gravel Flats, when a stranger came along one day and hired some Chinamen to put him up a shanty, and then hung out a sign of:

..... J. FORD, .....

Phys., Surg. and Doc. ....

He was the first doctor at the Flats. We had had a death or two, and there were two sick men lying in their tents at the time. We rather liked the idea of a doctor coming among us, as it helped to dignify the camp, but old Joe Hurly, who had been elected as "general boss," felt it his duty to call upon the man and say:

"Look yere, stranger, ar' ye willin' to answer a few questions about yerself?"

"Oh, certainly," was the prompt reply.

"Ye claim to be a reg'lar doctor, do ye?"

"I do, sir. I am a graduate of six different colleges, and I have practiced for ten years in Illinois."

"That orter pass," said old Joe, who didn't know whether a doctor graduated from a college or a wood-yard. "Got a stock of medicines with ye?"

"Enough to last for a year, sir. Here—try my elixir, for general lassitude. It's my own compound, and it works like a charm."

He handed Joe a pint bottle of good whisky, with a little wintergreen rubbed on the cork to get up an odor, and, after taking a swig, the old man smiled all over his wrinkled face, and said:

"I don't know nuthin' 'bout medicines, 'cept calomel and ointments, but I believe if I was dyin' that elixir would draw me back from the grave. I reckon ye kin go right ahead and do bizness. I thought at first that ye looked like a man who'd run a sawmill or driv' a six-mewl team, but I see I was mistaken."

What old Joe thought and said settled it for the rest of us, though we didn't accept the new-comer quite as literally as he did. The fact was, he looked more like a teamster than a doctor, and his looks were against him from top to bottom. One of the sick men was named Bill Carling. He had chills and fever and had got down rather weak. He sent for the "Phys., Surg. and Doc." and three or four miners were assembled to hear the diagnosis. The doctor looked as dignified as a clam as he sat down and counted Bill's pulse by an old silver

watch which hadn't ticked for months, and, after finding it anywhere from 100 to 500, he asked for sight of tongue. Bill stuck it out for a survey, and with a solemn shake of the head the doctor said:

"My man, you may be beyond the reach of human skill, but I'll try to save you. You are on the verge of the grave. Your lungs and liver have all run together and got mixed up, while your gall has busted and overflowed your heart."

That scared Bill half to death, and he began to weep, but after taking one dose of that elixir he recovered his nerve. He was given six doses a day for a week, with perhaps quinine added, and at the end of that time he was able to be out. It was looked upon as a miraculous cure. The doctor said he caught the case just right. If he had been ten seconds later he never could have untangled the liver from the lungs and got that busted gall into working order again.

His next case was that of Sam Adams, who had nothing more serious than a bilious attack, and wouldn't have been laid up beyond thirty-six hours if there had been no doctor to send for. Sam's pulse was counted, his tongue inspected, and his eye-lids turned back, and Doctor Ford solemnly said:

"It's a case of what we call *febris finitus*, or water on the brain. I may possibly save you, but had you waited five seconds longer before calling me your clavicle would have been driven through your diaphragm and produced a mortal fatality."

He didn't have any more of the elixir, having consumed it himself, and whether he dosed Sam with antimony or corn-salve we never knew. Whatever it was it killed the miner in about three days, and the doctor got out of it by explaining:

"He was beyond saving. He had probably inherited *febris finitus* from his parents, and working with the shovel and pick had gradually pushed the ventricle against the pulmonary pylorus until the heart's action was stopped."

We accepted the explanation, and he was next called in to see a miner named Dobbs. The man had a touch of rheumatic fever, but his case was diagnosed as a "transcendent case of the carotid artery threatening to interrupt the workings of the lateral tibia," and he was dosed accordingly. As near as we could learn the dose was made up of rosin, black pepper and bacon grease, and, perhaps, the fever killed Dobbs instead of the medicine. At any rate, he died in a couple of weeks, and the doctor said all the doctors in Chicago could not have

saved him. Two other miners were taken ill, treated and sent to their long homes within the next fortnight, and then we began to have doubts of the skill of Doctor Ford. He was treating Tom Holden for what he diagnosed as a "redundant consideration of the liver," and Tom was growing steadily worse, when old Joe Hurly put up a job. He was as healthy as a whale and as hard as flints, but he went to bed and sent for the doctor, and the doctor said to him:

"I can save you, but it will be a close call. I find that the auricle has a tendency to crowd the cartilage, and the cerebellum is moving over to replace the sciatic plexus. It will be a month before you can be out again."

But it wasn't. It wasn't more than a minute before he was up and out and his boot was striking the "Phys. Surg. and Doc." where it would do the most good. The fellow went without protest, and he went at his best speed, and when we came to overhaul his traps we found his remaining stock of medicines to consist of two ounces of Epsom salts and a bottle of hair-dye.

### Shop Mottoes.

Our goods belittle our prices.

We sell our goods—not our patrons.

Pleasing our patrons advertises the store.

We wish to sell just what you wish to buy.

We sell to-day so as to sell to-morrow.

The bargains we give will bring you back.

The bigger we promise, the better we keep it.

Your pleasure after buying is part of our profit.

Examine at your leisure; buy at your pleasure.

A displeased customer is what we cannot afford.

Wrong in the store nullifies the best advertising.

Our goods and prices supplement our "Come again."

Let us know our mistake, and you shall see its correction.

The only substitution we practice is low for higher prices.

We do not wait for keen competition to cut down our prices.

We would rather leave the half untold than to overtell our story.

We take almost as much pleasure in showing goods as in selling them.

You never save money in the price and lose it in the article at our store.

We will suit you if we lose by it, because such losses are future profits.

We make only a little each time you buy; that's why we want you to come often.

Goods are too cheap at any price, that lack fair quality; and "too cheap" means dear.—*Printers' Ink.*

Do not wait for the trade to seek you, but seek the trade.

No one is so well served as he who serves himself, and woe is he who serves under a chief of his own hiring.

Close your own safe and bar your own door. He who pulls his own purse strings knows the whereabouts of its contents.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### FENCE ADVERTISING.

A CORRESPONDENT wants to know whether roadside advertising has any value. This matter has been discussed in this department before, but it may be well to repeat that the united judgment of most of those who have made a study of the matter is, that this at best is but supplementary advertising.

You can never build up a business by roadside advertising, but it will help a trifle. It serves to recall you and your business to people's minds when they are on the way to town to buy, but unless these people have been given more extended information about your business through circulars and newspapers, a series of brief signs on fences will hardly turn their feet your way. Such advertising has so little value, that unless you can secure extra good locations, plenty of them, and have the signs put on in effective style, you had better save your money. If you haven't a great deal of money, save it anyway.

### Criticism and Comment.

Ulysses G. Manning:

Having read your article in the American Druggist, I take the liberty of sending you some of our ads., which have been used lately, and ask for such criticism as you see fit.

Yours respectfully,

C. O. BABBITT & SON.  
F. T. B.

These ads. are quite good; better than the average, and if the setting were as good as the ads. the result would be excellent. Most of the type used for display lines is unsuitable for the purpose. This, I presume, is the fault of the paper. I suggest that you buy a few small fonts of modern display type for your own use. The expense would be small and the result would be to give the ads. a distinctive appearance. This would increase their effectiveness. There is also a chance for improvement in head lines. Such headings as "If the finish," or "Maybe you

can" are to be avoided if possible. A headline ought to afford some clue to the subject of the ad. If it does not do this it should at least be striking enough or odd enough to arrest attention.

A lighter faced border around your ads. would make the headlines stand out more prominently.

## DO YOU NEED SOME WALL PAPER?

Clean up, cheer up, and brighten up the home with some new paper. The sitting room of all rooms needs it. The new patterns with one-band border and ceilings are beautiful. Sure to please. Prices only 7½c. for a fine paper with 1-band border and ceiling. Good papers for 5c. a roll. A pleasure to show them.

C. O. BABBITT & SON.

The wall-paper ad. reproduced in this issue is a fair sample of Mr. Babbitt's advertising. In most of the ads. the catch-phrase "Money back, if not satisfactory," is used. The spirit is to be commended, although the phrase is a little ambiguous. Taken literally it would mean, "If your money is not satisfactory it will be given back."

I have received from some source a half dozen or more ads. in manuscript

form. They are evidently intended to be used as locals or reading notices. They advertise liver pills and a headache remedy called "Bees in Your Head." It strikes me that the latter is an unfortunate title. It suggests a complaint rather than a remedy. The chief difficulty about such a name is that it is apt to excite derision, and keep the advertising from being taken seriously. It sounds as though the maker was something of a joker, and people may consider the remedy a sort of joke. Then, too, such a name must always be accompanied by an explanation as to what the remedy is. That is unnecessary and expensive. The name is always best that is self-explanatory and short.

These locals are very poor. They need revision throughout. They ought to be revised and condensed and made to say what the advertiser means.

The first one is as follows:

### CYCLISTS:

When you get that tired feeling on the wheel take a package of . . .

### BEES IN YOUR HEAD.

It is not likely that the writer meant to tell cyclists to "take a package" of the remedy. He wanted them to buy a package or try a dose. We are also left in ignorance as to why it should be taken, but presumably to remove that tired-feeling-on-the-wheel.

Why not have simply said:

### CYCLISTS:

When you get that tired feeling, a dose of "Bees in Your Head" will rest you. . . . .

This is poor enough, but there is no mistaking the meaning.

There are so many errors in these locals, grammatical and otherwise, that they are more apt to do harm than good, and I trust that the writer of them will appreciate the fact that I say this in kindness.

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Osceola, Ark.

Mr. Ulysses G. Manning:

Dear Sir—We enclose one or two samples of our ads. We know a good ad. when we see it, but somehow can not get ours just right. We would be pleased to have your criticism, and hope that it may throw enough light on the subject to enable us to make them better. We believe in advertising, but are confronted by obstacles different from most druggists. Our competitor is a personal friend, and we try to sell goods as nearly alike as possible, so we do not like to invite cutting by offering any bargains. Nearly all of our ads. are intended to convince the people that the goods we sell are better than the average, and that our aim is to buy and sell only the highest quality of everything in our line. Your criticism and advice will be duly appreciated. Yours very truly,

R. E. FLETCHER & CO.

P. S.—We read advertising helps in the drug journals and take Printers' Ink regularly.

I think you will find the explanation of your difficulty in the circumstances related in your letter. I hardly think that you have studied the subject deeply enough to get away from the idea that advertising is largely a matter of form and expression. It is a more vital thing than that. You say you "know a good ad. when you see one," but it is not by sight that you recognize its merits if it is really a good ad. You feel it. An ad. can only be judged by the impression it makes on you. If you are sure that the

ad. examined would cause you to buy, were you in need of the goods advertised, it is safe to assume that it is a good ad., otherwise it is poor, though it may be a marvel of construction. Good advertising always has something back of it. Advertising founded on nothing is a sham, and will always fail no matter how skillfully managed.

Your ads. are good, and if they do not bring results, it is because people understand the condition of affairs there. They have learned to believe that no matter what you say they will get no better goods or service or prices than they can get elsewhere. All basis for real advertising is removed when the vital element of competition is banished.

To advertise effectively you must determine wherein your stock, methods or prices are better than your competitor's, and let this be known.

When people are told where and why

## Cheapest Paint on Earth....

Is Mastic Mixed; not that it sells for a lower price, but because it covers more surface and lasts longer than any other.

This claim is a broad one, but no broader than the guarantee behind it.

We have Mastic Paint in cans of any size—almost any color.

Price \$1.50 per gallon in one-gallon buckets (full measure, too). In larger cans or kegs we give a reduction on this price.

Call or send for COLOR CARD and advertising matter before you decide on any other kind.

**R. E. FLETCHER & CO.,**

CITY DRUG STORE,

Osceola, - - - Arkansas.

they can actually buy best, we have real advertising.

The condition that exists in your town is an anomalous one. It is opposed to all the laws of trade. It ought to be changed in one of two ways. There should be earnest, vigorous competition or there should be no competition at all. Form a pool and save money of the expenses that result from keeping up a semblance of competition, or else have real competition. Merchants who are honest and fair can be both friends and rivals. So long as the contest is one of brains and energy there is never any need of ill-feeling.

One of Fletcher & Co.'s ads. is reproduced here. It is a good one, and had the guarantee been more fully explained would have been almost perfect.

If the guarantee means that money will be refunded, or that the building will be repainted, if the paint fails to please, the ad. should have said so.

If it doesn't mean this, it means nothing, and should have been left out. I should say that the fault of this firm's advertising was a lack of the positive tone that has its foundation in firm conviction. The ads. need "go" and "ginger," and the missing quality will come quick enough when some aggressive rival puts in an appearance. Competition is the life of advertising as well as trade.

### The Revolt of the Medical Journals.

The medical press, and, by the way, there are 273 journals in the United States and Canada devoted to medicine, surgery and drugs, has been, in the past few weeks, bestowing much praise upon the Imperial Granum Company, because of its announcement that in the future it will confine its advertising entirely to the medical press. The company, in its current ads. (found exclusively in the medical journals), says that "no recent event in the medical world has caused such widespread and most complimentary notice," and reprints very fulsome praise from more than a score of the leading medical journals. The notices reprinted intimate pretty plainly that other manufacturing pharmacists must fall in line with the Imperial Granum Company, or be prepared to meet the determined opposition of the members of the medical profession. For instance, the *Alkaloidal Clinic*, of Chicago, says:

Let us keep a list of those who advertise directly to the public, and make it a rule not to prescribe or recommend the product of men who are trying to take our livelihood away. This is not spite or jealousy; it is simply self-defense.

In commenting on this fact Marco Morrow, in *Printers' Ink*, says:

It seems to me strange that the representatives of a profession supposed to be ruled so largely by the high ideals of "ethics" should stoop to the boycott even for self-defense, and I accordingly took the articles to several physicians, asking for an explanation.

"Is the public to understand," I asked one of them, "that you would decline to recommend a good thing, simply because it is advertised in the newspapers?"

"Well, you see," he replied, "a really good thing need not be advertised in that way."

"But suppose," I pursued, "that the Imperial Granum people, after a year or so, should begin advertising in the magazines again. You recommend that preparation now; would you, in that event, think it right to reverse your judgment and tell you patients that it was not a good thing?"

"Oh, this is a question of ethics," replied the doctor, "which, I suppose, an outsider finds difficult to grasp. I have no doubt that I would recommend something else equally good, but which conforms to the best usages of my profession."

The next physician I got up next to winked one eye, and said simply:

"Young man, I have a half interest in the drug store next door."

He catches 'em coming and going.

Several physicians declined to discuss the question "with a member of the laity," and several others said that they used in their practice whatever they pleased—damned pleased, one of them put it. Finally, I ran across a candid gentleman, who seemed to me to have the whole subject well in hand.

"It isn't so much a case of professional

jealousy," he said, "as journalistic jealousy. There are about six times too many medical journals in the country, and it keeps them hustling to make both ends meet. The publishers of our journals see money going to the daily press and the magazines which they think ought to come to them, and they are simply trying to stir up an agitation among the doctors on the subject, that they may get a larger share of the manufacturer's advertising appropriation. That's the way it looks to me, at least. It's not so much to protect the medical profession as to protect the medical journals. Now, here's the *Journal of the American Medical Association*," and the doctor pulled a copy out from a pile of odds and ends, "that is waging a war along this line. Here it calls to time: McKesson & Robbins (advertisers of Tartaralithine), Mariani & Co., Thomas F. Goode, Schieffelin & Co., Scott & Bowne, Doliber-Goodale Co., and several others, and say that 'the profession ought to discriminate sharply between manufacturers, and decline to prescribe anything made by houses which descend to the methods of the patent-medicine men to push their goods upon the public.' Now, I believe I'm a stickler for ethics, but I call that rot. Cod liver oil, lithia water, baby foods and the like are not, strictly speaking, medicine; and there is no reason which I can see why they shouldn't be advertised direct to the public. As you say, the position the journals try to force us to take would make the profession appear like a set of hogs—and we are not all that yet—not quite. I frequently go to a house in the winter in the poorer districts, where the first thing I prescribe is warm blankets. I suppose our medical editors would insist that I ought to see to it that the blankets come from a dry goods house that does no advertising. I tell you it's all rot."

And there you are.

### BOOKS AND PAMPHLETS RECEIVED.

Announcement of the Department of Pharmacy of the University of North Carolina, Chapel Hill, N. C., 1897.

"Facial Diagnosis," by Louis Kuhne. Translation with notes by August F. Reinhold, M. A., manager of the Reinhold Institute of Water Cure, of New York city; 1897. Published by A. F. Reinhold, 60 Lexington avenue, New York.

### Good!

Don't expect your advertising to do it all, and don't expect the first ad. you use, or the second, to sell you out. Be persistent and success will come, not in Alpine torrents, but like the growth of the sturdy oak, slowly, perhaps, but surely, and like the oak, when it reaches maturity, it will stand the storms of ages.—*Business Magazine*.

### Too Ambitious by Half.

Drummer (to his wife, who has just presented him with twins)—My dear, a sample would have been sufficient. There is no necessity for carrying a stock.—*Keystone*.

The best investment with the greatest interest is a kind word and the smile of recognition.

# N. Y. S. P. A.

## Meets at Coney Island.

### DISCUSSES PHARMACY AND OTHER MATTERS WHILE SWEEPED BY OCEAN BREEZES.

**A Single Pharmacy Board for the Entire State in View—College Men Try to Stave Off Action, but Are Defeated—Notice Served on Doctors and College Professors that They Must Not Meddle with the Work of the Association—Report on Pharmacy and Queries Creates a Sensation—Shall Brandy, Wines and Whisky Be Retained in the Pharmacopoeia?**

THE nineteenth annual meeting of the New York State Pharmaceutical Association, which was held at Manhattan Beach, Coney Island, during the four days of July 13, 14, 15 and 16, was in many respects the most successful gathering ever held, and should be regarded as the most notable in the annals of the association. The large accessions to the rolls of membership, the extent and character of the attendance, which exceeded even the successful meeting of the previous year at Buffalo, and the importance of the matters acted upon, had the effect of impressing upon the members of the association the usefulness of the organization. Decisive action was taken with regard to the unification of the four existing boards of pharmacy, and if the plans of the officers of the association are not interfered with by any of the colleges of pharmacy, which are likely to be effected pecuniarily by the change, the pharmacists of New York State will be relieved soon of the annoyances resulting from the present system, which has never been satisfactory, and only productive of friction and ill-feeling between the State and county officers and expense and loss of time to the pharmacists, who are obliged, from any cause, to move out of the jurisdiction of one board into that of another.

#### THE OPENING SESSION.

On Tuesday, July 13, shortly after 11 a. m., the members assembled in the convention hall of the Manhattan Beach Hotel and were called to order by the president, Robert K. Smither, who introduced Wm. Muir, chairman of the Committee on Entertainment. The attendance at the initial session did not number more than fifty, and President Smither blamed the weather for the small attendance. Mr. Muir extended a cordial welcome to the visiting druggists in behalf of the local committee. He then intro-

duced Joseph A. Burr, Corporation Counsel of Brooklyn, who made an address of welcome in behalf of Mayor Wurster, who was unavoidably absent. Mr. Burr said:

#### Address of Welcome by the Representative of the Mayor of Brooklyn.

Mr. Chairman, Gentlemen and Ladies of the New York State Pharmaceutical Association (the last is, as usual, the best)—In the words of the proverb, "It is an ill wind that blows nobody good," and every misfortune in life has some recompense. If men lived in perfect harmony it would, perhaps, follow that the members of my profession would be deprived of their means of livelihood, and if perfect health prevailed, and mankind were free from aches and pains, there might be little necessity for such an association as this. Desirable as such a condition of affairs might be, speaking for my profession, we accept the situation.

It is, doubtless, a serious disappointment to you, as I know it is to him, that absence from the city prevents our mayor from extending to you to-day a cordial greeting and offering you the freedom of the city. But again the proverb is illustrated, for if he had been present I should have been deprived of the privilege which I now enjoy of welcoming you in his stead, a privilege which I assure you I heartily appreciate.

#### BROOKLYN'S CLOSING DAYS.

You have been fortunate in the selection of the time and place of your annual meeting. Fortunate in the time because of the place. Nowhere in the State, and you will appreciate the modesty of the remark, can be found such attractions at this season of the year as may be found here. You are fortunate in the selection of the place, because of the time, for this is the last opportunity which the city of Brooklyn as an independent city will have to welcome you within its gates. Pills and powders oftentimes preserve human life, but either the skilled physician was wanting or the pill and powder lost their charm, and the days of Brooklyn's corporate existence are numbered. For that reason we are especially proud to welcome you at this time, and though our city is so soon to lose its separate identity, we beg leave to assure you that it does not propose to lose its influence as a part of the greater city in which it is to be merged. A soft and gentle rain is falling, as if in sympathy with this melancholy thought, but I appeal to the ladies present if it is not true that sometimes there is absolute comfort in a good cry. I make bold, however, to prophesy without fear of Farmer Dunn, that after you have transacted your more sober business you will find the weather such that you may enjoy the attractions of this city by the sea.

We congratulate you upon the attractions which we can offer you. We congratulate ourselves upon the pleasure which we have in numbering you as our guests. Notice our miles of smooth and well-kept streets, the quiet of our homes, the purity of the air we breathe, and, if you are given to drinking water, taste our water, it has been certified to be perfectly healthy.

While you are with us feel at home in that most desirable sense to the guest, of being permitted to do just what he pleases, when he pleases and in the way that he pleases, and when in the future it shall be your purpose, as I trust it may be, to select the city of New York as one of the places for your annual meeting, I am quite confident that that portion of the city which will attract you will be the same portion which to-day is so glad to welcome you.

#### Dr. Gregory's Witty Response.

At the request of President Smither Dr. Willis G. Gregory, of Buffalo, responded to the address of welcome on behalf of the association in the following witty speech:

We have heard in the West that Brooklyn druggists are the salt of the earth. We find them not only the salt of the earth, but of the air and the water. They cannot help this enviable position among the druggists of the State, because salt seems to permeate everything. We have heard that salt is not volatile, but under the authority of the fair sex we know that the salt in the air straightens out their curls, and have not the men, therefore, every reason to believe that this same salt will straighten out their cerebral convolutions and enable them to see things and do things at this meeting in a clearer and more successful way than ever before? On behalf of this association, at least I believe I may assure the people of this fair city that when they shall have lost their corporate existence and Buffalo, the Queen City of the Lakes, becomes the second city in the State, that Brooklyn will not be forgotten, but will ever remain a fair, green spot in the memory of those who have attended this convention. We thank our Brooklyn friends for their kind welcome and accept with pleasure the offer to see its lands, its waters, salt and fresh, taste the latter and try to avail ourselves of the opportunities which you present.

Dr. Gregory's remarks were received with loud demonstrations of approval. After the cheering had subsided, Mr. Muir introduced Adrian Paradis, president of the Kings County Pharmaceutical Society and local secretary of the State Association, who, in a brief speech, extended welcome in behalf of the society of which he is the president. President Smither congratulated the members on their being for the first time within the gates of Paradis(e). He then called First Vice-President Albert H. Brundage to the chair, while he read his presidential address as follows:

#### ADDRESS OF THE PRESIDENT.

BY ROBERT K. SMITHER.

Our association has passed another milestone and entered upon the twentieth year of its existence. "Speaking after the manner of men," it will soon have attained its "majority." We should not be content, however, until it has attained its "majority" in another sense; by including within its list of membership, a majority of the licensed pharmacists in the Commonwealth. Our association undoubtedly presents to the pharmacists of the Empire State a medium through which, by a united effort for the common good, subordinating thereto all personal ambitions and sectional affiliations, their professional and commercial standing may be greatly enhanced.

A conservative estimate of the licensed pharmacists and assistant pharmacists in the State of New York would place the number at more than 7,000. Of these probably 6,000 are actually engaged in the 3,500 to 4,000 pharmacies now being carried on within our boundaries. This being the case, it was a disappointment to those interested in pharmaceutical organization, that the roster of the N. Y. S. P. A. for 1896 showed but 563 names, or 176 less than in 1896. It would indicate that in the score of years our association has labored, either it has failed to fulfill its mission to the satisfaction of the great body of pharmacists, or else that the latter do not fully appreciate the benefits that may be secured by union and co-operation. It is, however, a source of gratification to the wheel horses of our organization to note at this time evidences of an unprecedented revival of interest in its work, and an increase of near 40 per cent in its membership.

In the work of the Legislative Committee during the past winter, an effort was made to enlist the co-operation of the proprietors of pharmacies throughout the State, in petitioning the Senate and Assembly for certain modifications of the Raines Liquor Tax law. A record was kept of the responses to this appeal, tabulated by counties, and so far as the committee



was advised, in 20 of the counties of the State there could not be found a pharmacist who was willing to aid in the movement. Yet, notwithstanding that the number of pharmacists who did enlist in the work was considerably less than 10 per cent of the whole, it was sufficient to secure at the hands of our legislators a recognition not accorded to any other interest among the many who were clamoring for such modifications, and results which have already saved many thousands of dollars to the druggists of the State.

**LOCAL ORGANIZATIONS.** It was noticeable that the most active co-operation in the work of the State association came from the districts in which there existed effective local pharmaceutical organizations. The members of these associations have interests in common that may not to the same extent be felt in the State at large; they have the opportunity of frequent meetings and personal intercourse, wearing off the rough edges of business rivalry and jealousy, and learning to think better of each other by personal contact. Such associations are in a position to materially aid and supplement the efforts of the State association for the general welfare.

In former years, notably in 1892-3-4, our association, through its committees on County Organization and Commercial Interests, composed of the best workers in our membership, expended a great deal of well-directed effort and considerable sums of money in an attempt to effect the formation of local societies in the several counties of the State, but so discouraging were the results that, at the annual meeting held at Saratoga in 1894, C. S. Ingraham, of Elmira, the chairman of the Committee of Sixty, recommended, "that no further appropriations be made for the purpose of trying to organize the counties as long as the counties manifest no desire to be organized, or to act with the State organization in trying to promote the fraternal and commercial relations of our brethren throughout the State."

Without the sinews of war, the work of county organization has been nil, and the continuation of the Committee of Sixty merely a matter of form. No report was made from that committee in 1896, and the list of its membership has simply been carried over in our minutes.

I trust that the importance of local organization will not be lost sight of, but that some practical and not too expensive plan may be devised whereby the State association may encourage the formation of, and be in touch with, the local societies.

While it may not be practicable to perfect an organization in each and every county, as was contemplated by the Committee on Organization, the Committee on Commercial Interests and the Committee of Sixty, it would at least seem feasible to maintain such in most of the cities and in some of the larger villages. We have in the State thirty-seven municipalities of 10,000 population or over. Surely, the pharmacists in a majority of these might organize and maintain local associations, and if we could make our annual meetings the rallying point of such associations, and, under the auspices of the Committee on Commercial Interests, conduct a "Trade Section," constituted somewhat upon the lines of the "Trade Congress," recommended by Julius C. Auchampaugh in 1892, at which questions affecting the commercial and more material interests of our pharmaceutical existence might be discussed, we would undoubtedly attract to our ranks many influential pharmacists who do not now affiliate with us.

In the consideration of questions by such trade section, all members of the State association who are present would, of course, have the privilege of participating in the discussions and voting, and delegates from local associations could have the authority of casting the vote of all the members of their associations who are members of the State organization. This would give the members unavoidably absent a representation in our deliberations, and would make the title of "delegate" something more than a name. It would also increase the interest in our proceedings, and would establish a connecting link between the local and State associations. The Committee on Commercial Interests, together with the secretary, could annually report a list of all local associations containing within their respective membership not less than five members of the State association, together with a list of their officers and such other brief data as may be obtainable, showing their work for the year.

These suggestions are offered without recommendation, but in the hope that the Committee on Trade Interests may evolve some plan for the accomplishment of the work for which the Committee of Sixty was created, but which would be less cumbersome and more effective.

**A "PHARMACEUTICAL WATCHDOG."** After the annual adjournment of the association in 1896, and on looking over the work to be done for the year, it appeared advisable to increase the number of the Committee on Legislation in order that the different sec-

tions of the State might be fairly represented in its membership. Upon consultation with the Executive Committee and other members of the association, I assumed the responsibility of adding two members to the committee, thus increasing the number to seven. I respectfully ask that my action in this regard be approved, and recommend that the increased membership of this committee be made permanent. A full report will be presented from this committee later in the session, and will illustrate to the pharmacists of the State the importance of its work in their interests.

It is of the utmost importance to the public and to the pharmacists of the State that any legislation affecting the practice of pharmacy or the sale of medicines and poisons should be properly directed and intelligently formulated. Many of the bills which have been introduced by the laymen legislators at Albany in a form objectionable to the pharmacists and injurious to the public would not have been introduced had their authors fully comprehended their effect.

To prevent the enactment of such legislation it is important that the representatives of our association have early intimation of its introduction, and I recommend that the Legislative Committee of the N. Y. S. P. A. be authorized to contract with some suitable person connected with the Capitol to act as a sort of pharmaceutical "watchdog," and to immediately notify the chairman of the Committee on Legislation of the association and the secretaries of the Boards of Pharmacy of all legislative actions or proceedings affecting our interests.

I suggest that the expense of these services be borne in part by the association, and in part by the Boards of Pharmacy.

**PATCHWORK LEGISLATION.** The legislation governing the practice of pharmacy in the Empire State is a piece of patchwork,

probably without a parallel in the Union. Fragmentary law-making has undoubtedly, however, arisen to some extent from a natural cause, i. e., the difficulty in framing a law which would answer the requirements of the largest cities in the country, without being so restrictive and exacting to the country places as to invite opposition of their legislators.

In 1871 the city and county of New York secured the passage of "An act to establish a board for the examination and licensing of druggists and prescription clerks in the city of New York." In 1879 Kings County, the second in population, secured the enactment of "An act governing the sale of drugs and poisons in the County of Kings," and in the same year the N. Y. S. P. A. was formed, having for one of its chief objects the advocacy of legislation regulating the practice of pharmacy in the remaining counties of the State. After repeated ineffectual attempts had been made to secure the last mentioned legislation, Erie County, the third largest, becoming impatient, cut loose from the rural districts, and in 1884 secured the passage of "An act to regulate the practice of pharmacy, the licensing of persons to carry on such practice, and the sale of poisons in the County of Erie," which, with some slight amendments, has since remained in very satisfactory operation. Later in the session of 1884 the remaining counties of the State secured the passage of "An act to regulate the practice of pharmacy in the State of New York, except in the Counties of New York, Kings and Erie," and this act, while regarded at the time by the three most populous counties as acceptable from a pharmaceutical standpoint, only because nothing better was then obtainable, has since been amended and somewhat strengthened and improved. These separate laws, with their amendments, affecting the four several sections of the State, differed from each other in some important particulars, and the pharmacists of the respective sections have looked forward to the time when said laws might be harmonized and unified.

The enactment of the Greater New York charter, placing New York and Kings Counties under one law and one Board of Pharmacy is considered by some as a step toward complete unification.

**ONE LAW—ONE BOARD FOR THE STATE.** There is undoubtedly a sentiment throughout the State for a uniform Pharmacy law, if such can be framed and administered

to meet the requirements of the larger cities without being objectionable to the country districts.

At the last meeting of the N. Y. S. P. A. this subject matter was referred to a committee consisting of the four Boards of Pharmacy then existing, and such committee was asked to report the result of its labors at this meeting. I have requested the several boards to come prepared to present their views as to the essentials to be comprehended in such law, and trust that before the adjournment of this convention a general law will be agreed upon and approved by a body of the pharmacists here assembled and placed in charge of the Legislative Committee for the ensuing year to secure its enactment.

**ESSENTIAL FEATURES SUGGESTED.** I respectfully recommend that the following be adopted among the features of the proposed bill:

**FIRST.** That the number of the members of the board should be reduced from the aggregate number of the four boards (20), but should not be contracted to the number of any one such board (5).

The number should be sufficiently large to give each of the sections now having separate laws equitable representation, to allow of examinations being held simultaneously in the different sections as frequently as now, and without putting the examinees to any greater expense or loss of time.

**SECOND.** That the members be nominated by the N. Y. S. P. A. and appointed by the State Board of Regents. The latter being an educational, professional and non-political body, has been recognized in the passage of laws relating to other professions, as, for instance, medicine, dentistry, veterinary surgery, etc., as the appropriate appointive power.

**THIRD.** That there be two grades of licenses or certificates of registration issued, one of which might be denominated that of a "licensed druggist," issued upon an experience, and with an examination corresponding to that of the present grade of assistant pharmacist, and entitling the holder to perform the functions now permitted to an assistant pharmacist anywhere in the State, or to manage, conduct and carry on a drug store in small villages and places, thus doing away with the necessity of allowing unlicensed persons to sell potent drugs and poisons in the "rural districts." The other to be that of a "licensed pharmacist," entitling the holder to manage, conduct or carry on, or assist in carrying on, the business of a pharmacist anywhere in the State.

**FOURTH.** That the holder of a license heretofore obtained from any of the Boards of Pharmacy of the State, upon examination be entitled to receive from the new board, upon the payment of the nominal fee of one dollar, a certificate of registration as a pharmacist, entitling him to practice as such anywhere within the State, and the holder of a license as assistant pharmacist, issued upon examination, by any of the Boards of Pharmacy of the State, be entitled to receive from the new board, upon payment of the same fee, a certificate of registration as a "licensed druggist," entitling him to practice as such anywhere within the State, but certificates of registration, issued without examination, to those in business at the time of the passage of the several acts, be not operative in any section of the State other than that for which issued. This is a reasonable proposition, as the only justification for the issuance of licenses upon experience only, at the time of the passage of the several acts, was the protection of the individuals in earning their livelihood or in the fruits of their investment under the conditions which surrounded them when the new legislation was enacted. These rights should still be vouchsafed to them under the proposed law, but should not be enlarged or augmented.

**FIFTH.** That licensees of either grade, while engaged in the practice of their profession in this State, be required to register once a year, thus furnishing automatically to the board accurate and reliable data, showing the person or persons with whom each and every drug store or pharmacy is entrusted, and incidentally contributing to the revenue of the board by the payment of a small registration fee, which, I suggest, be fixed uniformly at the sum of one dollar.

**SIXTH.** That the experience required of a licensee for the first grade must have been gained to a certain extent within environments comparable with those in which the licensee expects to practice his profession under the license applied for. I recommend that four years' experience be required, and that at least two of these shall have been in the United States, and within the five years last preceding the date of application for examination.

**SEVENTH.** That the revenue of the board be devoted exclusively to the administration and enforcement of the law. I believe there is no justifiable excuse for diverting any portion of the revenue to the maintenance of any society or college, but that the druggists and pharmacists of the State, who contribute the revenue, have a right to insist that every dollar of it be expended in the proper, efficient and impartial administration of the law.

**EIGHTH.** That the Board of Pharmacy have jurisdiction over, and be charged with, the enforcement of the poison laws of the State.

### BILL FOR A SINGLE BOARD IN THE LAST LEGISLATURE.

In this connection it is proper to mention that a bill was introduced in both houses of the Legislature during the last session which provided for a single Board of Pharmacy having jurisdiction over the entire State, and notwithstanding that this bill had the support of some of the members of the State and Kings County Boards of Pharmacy, I considered it my duty, as president of the New York State Pharmaceutical Association to withhold my approval from the bill, or, in fact, any bill of similar import, until the same could be laid before your body, and by it discussed and approved, as was contemplated by the action had at your last annual meeting.

### Co-operative Manufacturing.

At the last meeting of our association a plan for the co-operative manufacture and distribution of staple "proprietary" and pharmaceutical preparations was advanced by the Erie County Pharmaceutical Association, and received some attention at the hands of the State organization. The result was the formation, by retail druggists of the State, of a company with a complete equipment, but operated on the very restricted plan of selling shares of stock only to retail licensed pharmacists of New York State, and goods only to such stockholders.

The druggists of the State were for a time somewhat slow to take up with the plan, and the company, as a matter of precaution, obtained the consent of the shareholders to sell stock to other than druggists, and to sell goods to retail druggists outside the State. It has not, however, and probably will not be necessary for it to exercise these privileges beyond selling shares and goods to licensed retail pharmacists outside the State.

### Patented and Copyrighted Preparations.

Our Committee on National Legislation, at the meeting of 1896, reported as follows: "No action has been had relative to copyrights and patents on medicinal preparations, but we believe that something may be done to put our people on a par with people of other countries, in the purchase of these medicinal articles, now protected by Government patents and copyrights." The minutes show that this report was simply received and filed, which, of course, means that nothing has been done to render effective the recommendations of the committee.

### THE INJUSTICE OF IT.

It is a rank injustice to the sick and suffering of the American people that certain chemical products, which are but the natural evolution of the chemistry of the age, should be sold at wholesale in the United States under the "protection" of our patent and copyright laws, at the arbitrary and fictitious prices which are demanded for them and which are in some instances thirty or forty times the expense of manufacture. If these articles were divested of this "protection" and sold as they are in Germany, France, Canada and elsewhere, upon a basis of a reasonable profit upon their cost of production, the American pharmacists would make a better percentage upon their sales, and the American consumers would save millions of dollars which now go to enrich the foreign manufacturers and the importing agents of these patented articles.

I recommend that our delegates to the American Pharmaceutical Association urge upon that body to memorialize Congress to so amend our patent and copyright laws that these foreign manufacturers be accorded no greater advantages in this country than they are allowed in their own.

This movement will, undoubtedly, meet with great opposition from the manufacturers and influential agents of these preparations, and possibly in some instances, from the journals through whose columns said preparations are advertised, and as in addition to this there are the jobbers, who, under an arbitrary schedule of prices, exact and are guaranteed profits upon these goods which would not be allowed them if the latter were sold upon the open market, as chemicals ordinarily are. Consequently, remedial legislation will have to depend largely upon the efforts of the retailers and consumers, to whom the "protection" does not extend.

### APPEAL TO CONGRESS.

In view of these facts I recommend further that the Committee on Commercial Interests of the N. Y. S. P. A. make an effort to enlist the representatives in Congress from the State of New York in the cause, and that such committee also take steps to ascertain, upon reliable information, whether these articles can legally be imported, duty paid, and sold under their descriptive chemical names. If they can be so imported and sold at a greatly reduced cost to the consumer, and if in certain instances their chemical names are so unwieldy as to constitute an obstacle to their general use in prescribing, then let the N. Y. S. P. A. adopt short, euphonious, appropriate, but non-copy-

righted names for such preparations, and officially appeal to the medical practitioners of the State to save their patients' money, by prescribing such preparations under the names so adopted, instead of the copyrighted ones.

In this instance we can proceed upon the theory that "A good name is rather to be chosen than great riches" (for somebody else at our expense).

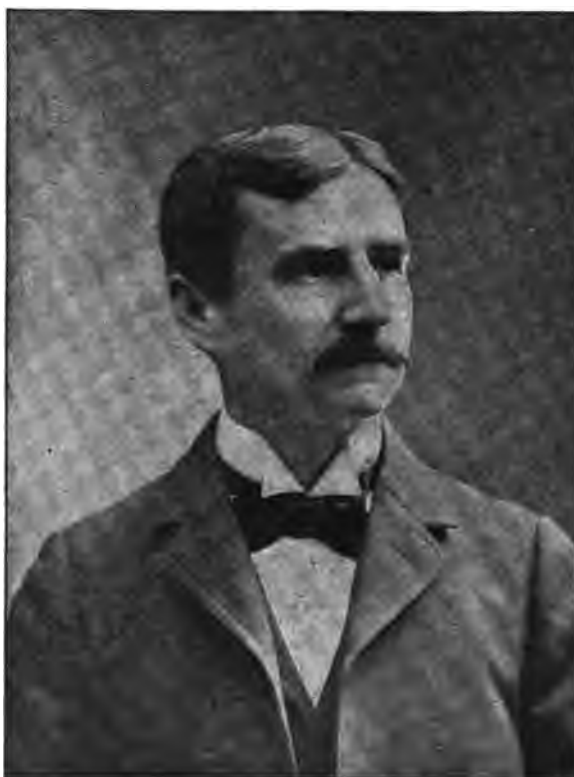
### The Department Store Octopus.

Few are the members of our association, or of the pharmacists of the State, who do not feel directly or indirectly the effects of the ruinous competition of the department store. The result of the reduction of profit by these agencies upon certain lines of goods, which properly and legitimately belong only to the druggists, has been to drive many a hard-working pharmacist, who has spent the best years of his life at the business, out of the list of proprietors into that of the semi-idle or insufficiently compensated assistants, and has ground down the rate of wages for pharmacy employees to a point entirely inconsistent with the knowledge required, and the confinement, which is an unavoidable concomitant of our business. Fortunately, however, for the pharmacists, theirs is not the only line affected. The department store octopus has reached out and grasped with its death

distress in a country that abounds with plenty. A proprietor of one of the large department stores in Buffalo is credited with having said, at a recent club meeting, that he should not be surprised to see the day when the retail business of that city of 400,000 population would practically be done under four roofs. In making this cheerful prophecy he omitted to say what would become of all the other roofs or the persons who are now struggling to exist under them.

### THE FIGHT IN CHICAGO.

During the past year the Single Line Dealers' Association of Chicago, in its war upon the department stores, brought forward the proposition to restrict them by legislation, by prescribing the kind of goods that may be sold in any line, or group of lines, requiring a license to be paid by dealers in each particular line, and prohibiting the issuance of licenses for more than one group of lines, to be operative under one roof. It was made an issue in the Chicago city elections, and the successful candidate for Mayor, Carter Harrison, Jr., is said to have won his fight largely upon that issue. A bill was introduced into the Illinois Legislature embodying the ideas of the Single Line Dealers' Association, passed one house, but failed to become law. A similar bill was introduced by Senator



ROBT. K. SMITHER, OF BUFFALO,  
Re-elected President of the Association.

grip almost every branch of trade. In a store of forty or fifty departments a given department may be run for a time at a loss, to attract public attention to that and to other departments in the mammoth bazaar. The temporary loss sustained is made good to the proprietors by the profits of other departments, but the loss to those who depend entirely upon this particular line is irreparable.

The ignorant and needy have been taught to believe, in spite of protestations to the contrary, that a profit is still made at the cut rates, and consequently that buyers are defrauded whenever subsequently required to pay a higher price for those particular articles.

There is some reason to suppose, however, that the more intelligent of the people, who at first had been attracted by bargain days and cut prices, are beginning to realize that the making of the shortest and most direct cut from the manufacturer upon the largest scale to the small consumer, leaving in transit the least possible remuneration for the labor of handling, and the most infinitesimal allowance of profit upon the investment, is one of the most potent factors in withholding the wealth of the country from circulation among the masses, in making the rich richer, and the poor poorer, and in creating hard times, poverty and

Martin, of New York city, into our own Legislature, too late in the season to make any considerable progress.

### State Single Line Dealers' Association.

A local Single Line Dealers' Association has been organized in Buffalo, and the nucleus of a State organization formed. It is the intention of both organizations to wage active warfare upon the department stores, through both the mediums of legislation and public sentiment. The organization is worthy the consideration of the pharmacists of the State.

There is evidence, also, that the injurious effects of the cut rates in proprietary medicines are not felt by the retailer alone, but that the goods being handled by the same parties and upon the same basis as are dry goods, tin-ware, crockery and other like commodities, their sale being discouraged and belittled by the medical and pharmaceutical professions, has divested them of the sanctity which the public like to accord to curative agents, and has injuriously reduced their total output. This, if true, will make the manufacturer more ready to co-operate with the retailer in confining these goods to their legitimate channel of trade.

In conclusion, I desire to extend my most cordial thanks to our genial and efficient secre-

tary, to the other officers and to the members of the committees of our association, for the counsel and assistance they have rendered me during the year, and for their excellent work, which has made the prospects of the N. Y. S. P. A. at this moment better than ever before in its history.

Mr. Smither's address called out repeated applause, and evidently met with the approval of all present. At the conclusion it was referred for consideration to a committee of nine members, to be selected from different parts of the State. The committee, which was appointed by Vice-President Brundage at a later session, consisted of the following members: Dr. A. B. Husted, of Albany; E. S. Dawson, Jr., of Syracuse; W. G. Gregory, of Buffalo; P. W. Ray, of Brooklyn; Thomas Stoddard, of Buffalo; Clay W. Holmes, of Elmira; Don M. Cameron, of Brooklyn; C. H. Butler, of Oswego, and Geo. C. Dieckman, of New York.

Applications for membership were then received, the following list being posted and admitted after the usual formalities during the second session:

#### Members Elected.

**NEW YORK.**—William C. Alpers, Zachary T. Benson, John Cooney, B. J. Costello, Thomas M. Davies, George C. Dieckman, Adolph J. Dittmar, Charles S. Erb, Harry B. Ferguson, Adrian Fritz, Eustace Harold Gane, Rudolph Gies, Phar. D.; Oscar Goldman, Harry Heller, William A. Hoburg, Jr., Smith Ely Jelliffe, Frederick Kleinschmidt, Otto F. Koehler, Isaiah Lewin, T. W. Linton, Henry C. Lovis, Max Mariamson, F. A. Martens, Isaac Mitchell, Leon Pamphilon, Charles W. Parsons, Alfred M. Redmond, J. B. Russell, Henry William Schimpl, Charles R. Scruton, E. J. Sultan, Frederick Wichelns.

**BROOKLYN.**—Julius Adorno, Edward Alt, William H. Alt, William C. Anderson, Theodore Arndt, Henry D. Annable, J. B. Askew, L. C. Averre, Walter B. Averre, Harry Balzhiser, E. H. Bartley, M. D.; William H. Bessenschutts, Flavel N. Bliss, Benjamin J. Bochshtsky, Harry M. Borchess, Frederick Bosch, W. G. Bourne, Louis C. Bossardet, Theodore C. Brennan, William C. Brown, Jr.; George A. Browne, William Bromwell, L. J. Brumder, Charles G. Bruckmann, Walter Bryan, M. D.; Joseph Dahlbender, William D. Day, August Diehl, H. H. Dissoway, Jacob H. Dougherty, Arthur F. Douden, G. P. Essig, George A. Ferguson, Adolph Fischer, Gustav D. French, E. H. Frishmuth, John Gallagher, Richard Graupp, H. A. H. Garlipp, Claude V. Gentry, John F. Golding, H. G. Amandus Goll, Max E. Greek, William J. Hackett, William Harvie, Richard Hahn, Alfred Hatscher, Andrew H. Hegeman, Frederick Hauck, Robert J. Hawkes, W. Heute, Felix Hirsemann, Joseph H. Hunt, M. D.; William Hunter, Henry William Imhels, Philo Jackson, Louis W. Jansen, Evan M. Johnson, J. B. Joyce, Frederick E. Kalkbrenner, J. M. Keane, Charles Kleemann, Francis Klein, Oscar C. Klein, Jr., Alvin G. Koehler, Emil C. Kransche, Frederick Lange, George H. Lawlor, H. V. Lawrence, Isaac Lifschitz, A. P. Lohness, D. F. Lucas, M. D.; J. M. B. Mac Nary, Edward McFadden, William Alex. McIntyre, Henry E. McIntyre, William F. Maass, Herman Maier, V. Malzi, Katherine C. Mahegin, Albert E. Marsland, Carl Mittenzweig, C. H. Meyer, A. J. Muldoon, Max Muller, David H. Murray, Howard G. Mykranz, George Neuschaefer, Adrian Paradis, L. T. Perkins, T. Gurney Prytich, Kitty Rose Owen, William Reading, Arthur C. Reinhold, William F. Richter, J. Ellis Rohrer, Benjamin Rosenzweig, Augustus C. Senne, George W. Schmidt, Alonzo F. Schnelleng, Robert Schoeppler, Sydney Smith, William A. Speth, Harry M. Smith, Robert F. Stark, Daniel H. Starr, Charles Stein, Luther F. Stevens, W. E. Starchan, G. A. Sulbach, Charles Summerfield, Frederick E. Tower, Fred P. Tuthill, William H. Uhder, J. Uhlmann, William L. Van Dyck, Cornelius Vandersande, William Vincent, Benjamin H. Voebel, Emil F. Wagner, Louis Wedel, Hugo Wesch, H. O. Wichelns, Otto A. Wicke, Henry Winmer, E. Clayton Woodcock, Edward Wolff, Grant A. Woolston, Frank F. Wright, William B. Wuest, John C. Koehler, I. F. Crawford.

**ALBANY.**—H. J. Grosey, E. C. Hutman, F. Neudorf, William L. Palmatier, De Baun Van Auken.

**ALLENTOWN.**—W. J. Henderson.

**ANGELICA.**—Libbie S. Brown, James T. Brown.

**BALTIMORE, MD.**—John Paul Jones.

**BELEMONT.**—Lewis W. Allen.

**BUFFALO.**—Charles G. Herger, Fred C.

Kelley, George B. McLeod, James B. Mason, Henry V. Roese.

**CARMEL.**—John T. Toourney.

**CAMILLUS.**—Sidney H. Cook.

**CANTON.**—George S. Conkey.

**CHERRY CREEK.**—George M. Lathrop.

**CHOES.**—James S. Calkins, Martin McDermott.

**DANNEMORA.**—Henry B. Mason.

**DUNDEE.**—Silas A. Price.

**ELIZABETHTOWN.**—C. O. Metcalf.

**ELMIRA.**—Herman L. Burk, H. L. Halliday, E. L. Mayo.

**HEMPSTEAD.**—C. L. Lush.

**HICKSVILLE, L. I.**—Dr. Edward G. Rave.

**HUDSON.**—James Harold Wardle.

**ISLIP.**—George P. Lehittr.

**ITHACA.**—John Hyland, L. I. Hopkins, Edward Meany, M. D.

**KINGSTON.**—H. S. Crespell.

**LONG ISLAND CITY.**—Harry S. Fincke.

**LANSINGBURG.**—J. H. Frost, Henry W. Wood.

**MARLBOROUGH.**—C. R. Gordon.

**MATTEAWAN.**—H. B. Bevier.

**MIDDLETOWN.**—R. C. Tuthill, Jr.

**MONTICELLO.**—A. A. Crain.

**MT. VERNON.**—Gustav H. Ankerson, Ferdinand Oliver.

**NATURAL BRIDGE.**—John H. Copp.

**NEWARK.**—G. M. Wallhauser.

**NEWBURGH.**—Richard J. Ennis.

**NEW HAVEN, CONN.**—Ward H. Sandford, M. D.

**NEW ROCHELLE.**—Thomas P. Kerwin.

**ONEIDA.**—Fred J. Baldwin.

**OSWEGO.**—Frank A. Lawyer.

**PEEKSKILL.**—W. H. Clinton, Jr., Ezra J. Horton.

**ROSENDALE.**—J. S. Dockstader.

**ROCHESTER.**—George Hahn, George J. Goetzmann, F. P. Hinkston, Charles F. Hurlburt, Robert Strassenburgh, John A. Vanderbilt, George Zimmerman.

**ROME.**—Louis G. Schneible.

**ROUSE'S POINT.**—Sanford H. Newton.

**SALEM.**—Moses Johnson.

**SCHENECTADY.**—J. Trumbull Lyon, William Sauter, William D. K. Wright, J. Le Roy Webber.

**SING SING.**—James A. Hart.

**SYRACUSE.**—James Feeney.

**STARAPLE.**—George B. Hubbard, William W. Jones, Nelson B. Snow, Wayne B. Bissell, Fremont E. Champlin, William J. Smith, Jasper A. Lawton, Charles G. McElvaine.

**TARRYTOWN.**—James T. Lawrie.

**TOMKINS COVE.**—Edwin G. Sangstacken.

**TOTTENVILLE.**—J. F. Bedell.

**UTICA.**—John J. Bateley, Arthur S. Evans, Levi E. Johnson, Henry A. Plumb.

**WATERFORD.**—Edgar C. McKallon.

**WATERVLIET.**—Frank H. Huntley.

**WEST TROY.**—Frank H. Huntley.

**WILLIAMSTOWN.**—C. W. Taft.

**WORCESTER, N. Y.**—William H. French.

The session closed with the presentation of the annual report of the secretary.

During the year, the report stated, the names of twenty-three members had been dropped from the rolls for non-payment of dues, seven members had resigned, and five died, leaving a membership of 527. At 12 noon the convention adjourned until 2 p. m.

#### AFTERNOON SESSION.

The afternoon session opened with a somewhat larger attendance. After the election of new members, as named in the report of the opening session, the report of the treasurer was received and referred to the Executive Committee for auditing. The report indicated a satisfactory financial condition, upwards of \$1,000 standing to the association's credit. The reception of delegates from sister associations was next in order, and credentials were presented by representatives of the following organizations: National Wholesale Druggists' Association, Connecticut Pharmaceutical Association, New Jersey Pharmaceutical Association, New York Druggists' Union, Pennsylvania Pharmaceutical Association, Erie County Pharmaceutical Association, the College of Pharmacy of the City of New York, and the Alumni Association of the same, the Queens County Pharmaceutical Association, the Montreal College of Pharmacy and the Pharmaceutical Association of the Province of Quebec.

A letter was read from the Erie County Pharmaceutical Association, pledging that body to the support of a single State Pharmacy Law with one State Board of Pharmacy, following the lines as those laid down in the president's address, with the exception that the license fees are placed at a higher figure, the number of members is increased to eleven, four to come from Greater New York, four from Erie County and three from the State at large, and examinations to be held bi-monthly. On motion of W. P. De Forest, the communication was referred for consideration to the Committee on President's Address.

#### Delegates from Sister Associations.

The reception of accredited delegates was then taken up, and Dr. T. D. Reed, of Montreal, presented the greetings of the Montreal College of Pharmacy and the Pharmaceutical Association of the Province of Quebec. Dr. Reed made a favorable impression. He spoke of himself as the "Only foreign delegate present," being, apparently, unaware of the fact that he was to be followed by W. C. Alpers, of New Jersey. He presented, he said, the good wishes of 4,000 pharmacists of the Dominion of Canada, who were plodding along as well as they could under the English flag.

W. C. Alpers was next introduced as the representative of the Pharmaceutical Association of New Jersey. He delivered a scholarly and interesting address containing many complimentary allusions to the high position occupied by the New York State Pharmaceutical Association. Other responses were made by Dr. W. G. Gregory, for the Erie County Association; Professor Anderson and Dr. E. H. Bartley, for the Brooklyn College of Pharmacy; C. S. Erb and Dr. H. B. Ferguson, for the New York College of Pharmacy.

Reports of committees were next called for, and W. P. De Forest responded for the Committee on New Remedies, submitting a very comprehensive report, which will be printed in full in the published proceedings of the association. The report of the Legislative Committee proved to be a lengthy document, reciting the work of the committee during the year, all of which has received notice in the pages of the AMERICAN DRUGGIST. The report was read by President Smither, who is the chairman of the Committee on Legislation. Upon motion of Dr. Husted it was accepted and referred to the Executive Committee.

#### Committee on Pharmacy and Queries' Report Raises a Breeze.

An animated discussion, which was participated in by Dr. E. H. Bartley, Wm. Muench, President Smither, Dr. R. G. Eccles, Thomas J. Keenan, Dr. A. B. Husted and others, followed the presentation of the report of the Committee on Pharmacy and Queries by Vice-President Brundage. Two paragraphs containing suggestions relating to the recent action of the State Board of Regents, making new regulations for the granting of pharmaceutical diplomas, and the elimination from the Pharmacopoeia of wines, whisky and brandy aroused considerable discussion. A special committee of four, selected from representatives of colleges of pharmacy was named to consider that portion of the report referring to the Board of Regents, and the paragraph dealing with the expunging from the Pharmacopoeia of wines,

whisky and brandy was ordered referred to the Committee on Trade Interests for consideration. The substance of the report on Pharmacy and Queries which received so much attention is given below:

#### REPORT OF THE COMMITTEE ON PHARMACY AND QUERIES.

A retrospect of the pharmacy of the year, taken with a view of bringing out prominently the more notable achievements of workers in the fields of pharmacy, chemistry, materia medica and allied sciences brings out one striking feature, and that is the debt which medicine owes to the researches of the biological chemist. The advancement of our knowledge of the bacteria of disease made possible by the investigations of such renowned chemists as Pasteur, Behring, Kitasato, Koch and others of the French and German schools, has almost revolutionized the system of medical therapeutics, and a complete change of ideas in regard to the treatment of diseases caused by the development of germ life and their chemical poisons in the individual has ensued. The use of antitoxin has continued to find favor with physicians in all parts of the world, and as what may be termed the starting point for the serum treatment of disease, marks an epoch in the history of medicine. The untimely announcement by the German scientists of a specific for the cure of tuberculosis proved a temporary setback for the theory, but a more recent study of the leading idea has served to convince many of the most active opponents of serum therapy that there is a probability of the eventual alleviation of tuberculosis, a disease which is credited with one-seventh of the total mortality of the race.

Wisdom gained from the criticism which followed the untimely announcement of the discovery of an anti-tuberculosis serum has resulted in the discovery of a new serum by a new chemical process, called, like the previous fluid, tuberculin, which gives promise of considerable value in the treatment of tuberculosis, lupus, and diseases of a similar character which owe their development to bacterial life.

Other serums discovered during the year, which have been used with success in the treatment of the diseases for which they were produced are Marmoreck's anti-streptococcus serum, which is now being used to some extent and with success against the poisons of septicaemia and erysipelas. The treatment of lockjaw, which has hitherto proved one of the most difficult problems confronting the physician, has been rendered easy by the discovery by Prof. Behring of a new tetanus antitoxin, which has already yielded splendid results in the lowering of the mortality from this disease. Many other serums have been announced, but clinical results have not been in all instances obtainable.

In thus recording the new and constantly increasing uses of animal serums your committee wishes simply to indicate the modern trend of medicine and no more.

The use of an extract of the thyroid gland in the treatment of certain intractable diseases has led to research looking to the chemical composition of the thyroid gland and a principle has been isolated to which the name thyroïdin has been given. A thyro-antitoxin has also been isolated from the thyroid gland, which is believed to be the active principle and of definite chemical composition.

#### THE BOARD OF REGENTS' SWEEPING DECREE.

The recent action of the New York State Board of Regents, by which colleges of pharmacy are to be prohibited from matriculating students, except those having a definite and high-grade preliminary education, and by which no degrees may be conferred except after a three years' course in pharmacy, with actual attendance upon the college exercises, is a decisive and sweeping effort to advance the standard of pharmacy to a high grade in this State. The Board of Regents has decreed that after the year 1901 no degree whatsoever shall be conferred upon any one except after a four years' course of study, and it prohibits absolutely the conferring of honorary degrees. The probable effect of these regulations will be to lessen the attendance upon colleges and to force students before a Board of Pharmacy, instead of inducing them to take up a college course. That this will work great hardship upon pharmacists and seriously handicap pharmaceutical progress if enforced must be manifest to every careful observer. It is hoped that the Board of Regents will see its way clear to reconsider this matter, and be guided more in its deliberations by the experience of the members of this Association.

#### THE PROPOSED DELETION OF WINES AND DISTILLED LIQUORS FROM THE PHARMACOPOEIA.

A subject which caused some discussion at the recent meeting of the American Medical Association, held at Philadelphia, to whose committee

on materia medica and therapeutics it was referred by a similar committee of the American Pharmaceutical Association, was the proposition to expunge from the United States Pharmacopoeia fermented and distilled liquors, such as whisky, brandy and wines. Dr. N. S. Davis, of Chicago, advocates their deletion because of the wide variation in strength and quality that exists in wine, whisky and brandy, according to when and where they are purchased. He argues that the Pharmacopoeia can only fix the vaguest kind of a standard for the strength and quality of these liquors, because they are not made by pharmacists or by any persons connected with pharmacy, who would likely be guided by pharmacopoeial considerations. No two samples of wine are ever alike, no two samples of whisky agree in strength, and no two samples of brandy contain the same amount of alcohol. He insists, therefore, that it is better to order alcohol direct and be aware of the strength of the article used; that the scientific prescription is a dilution of the alcohol, and that the omission of the palatable aroma would be less likely to create the



JUDSON B. TODD, OF ITHACA,  
Re-elected Secretary of the Association.

liquor habit. In argument for the use of the substance which produces the definite effect required, he says, if the effects of morphine, pure and simple, are required it is not customary to prescribe opium, nor is nux vomica ordered when the peculiar and recorded effects of strychnine are required. Hence, why should it be necessary to associate with alcohol, fusel oil, or any of the compound ethers, etc., that give the characteristic flavor to alcoholic beverages, in order to secure the medicinal effects known to follow the administration of pure alcohol. Economy and scientific accuracy truly favor the reform, as has been said, and sentiment and habit are about all there is to claim for the retention of these articles of the pharmacopoeia.

The committee desire to record its approval of the reform advocated by Dr. Davis, and would like to see the support of the Association pledged to the movement.

Another question which has attracted attention and aroused discussion is the proposition to introduce into the pharmacopoeia proprietary articles whose process of manufacture is patented. Although this proposition has met with considerable opposition, it is possible that some coal tar and similar products which are of known composition, the processes of manufacture of which are patented, might be advantageously introduced.

The question of some sort of insurance by the Association of its members is worthy of consideration and would be an additional inducement to membership and constant evidence of the practical benefit of membership in the Association.

The work done by Prof. J. H. Beal looking to a codification of the existing pharmacy laws, with a view of framing one general law for the entire country, which work has been set forth in a series of papers presented to the American Pharmaceutical Association, is most noteworthy. The labor involved in the collection of statistics and other material must have been enormous, and the results, so far as announced, display a remarkable amount of research. The committee commends the work of Professor Beal as something most deserving of praise, no less for the disinterested manner in which it has been undertaken than for the practical benefits which are sure to inure to pharmacy when his ideas can be carried into effect.

#### Discussion Over Report on Pharmacy and Queries.

In discussing that portion of the report relating to the new regulations of the State Board of Regents, Dr. Huested, of Albany, said that one effect which would follow their enforcement would be to drive students of pharmacy from New York into other States. The Albany College of Pharmacy had communicated with the board, and had been favored with the following

#### COMMUNICATION FROM THE BOARD OF REGENTS.

The following extracts from the Regents' official minutes of June 28, 1897, show that there will be a careful examination of any cases in which the new ordinances worked a real hardship, and that every school can depend on having sufficient time to adapt itself to the new standard without serious embarrassment.

The Secretary called attention to the fact that in two or three cases peculiar circumstance or condition indicated that some little embarrassment might occur in conforming to all the new ordinances regulating diplomas and degrees on the dates as now fixed. He said he had sent to every institution in the university a first draft of the proposed rules and asked for notice in the case of any practical difficulty, but in some cases such difficulties had, through neglect of the request, not been reported till after the final adoption of the ordinances.

Voted, That the Secretary be authorized to say in behalf of the board that it intended to give ample time for every institution to meet the new conditions without embarrassing its educational work, and that if necessary in special cases an extension of time would be granted, so that no institution of the university should have any reasonable cause for complaint.

Voted, That the Secretary submit to the next regents' meeting a list of any extensions needed to prevent unintended hardships or serious practical difficulties.

(Signed)

MELVIL DEWEY.

Dr. E. H. Bartley amplified the remarks of Dr. Huested and stamped the proposition of Mr. Dewey as one to altogether prevent the granting of a degree. He expressed himself as wholly opposed to the new ordinance.

That portion of the report relating to Dr. N. S. Davis's proposition to remove wines and liquors from the Pharmacopoeia was next discussed. William Muench was sarcastic about it. He made the point that for the association to acquiesce in the proposition to expunge wines and liquors from the Pharmacopoeia would be to undo the work of the Legislative Committee, who had lately urged at Albany the necessity of wines and liquors in the treatment of the sick and convalescent. Dr. R. G. Eccles took Mr. Muench up on this point, saying:

#### Remarks by Dr. Eccles on the Removal of Wines and Liquors from the U. S. P.

"Mr. Ebert, of Chicago, was one of the first to start the argument in opposition to the presence of wines and liquors in the Pharmacopoeia, Dr. Davis taking it up, as stated in the report, at the last meeting of the American Medical Association. The point made by Mr. Muench with regard to the effect on our license would have little weight, for the simple reason that the removal of these



articles from the Pharmacopoeia would not remove them from the drug store or from use. It would simply be an endorsement by the pharmacist of what every physician has believed in for years, that it is the alcohol which has the stimulating properties and produces the medicinal results, and not the other ingredients present in wines or brandy or whisky. The object is then to come down to an accurate method of standardization, to get an article that you know something about.

"In the paper that we have just listened to there are some statements that, I believe, are bound to revolutionize the practice of pharmacy. I believe that the work now being done in the toxins, although meeting with opposition at present—although it has not gained the standing that it is yet destined to—I believe that here is the field in which the science of pharmacy will yet have to work. The process of working out the chemistry of the toxins has yet to be taken in hand by the pharmaceutical chemist."

Thomas J. Keenan explained in behalf of the Committee on Pharmacy and Queries that they did not propose to recommend to physicians what they should use in the matter of wines and distilled beverages. Dr. Davis had recommended the expunging of these distilled liquors from the Pharmacopoeia on the ground that they were of uncertain strength. The Pharmacopoeia is sometimes quoted in the courts as authority, and in one case recently the Pharmacopoeia was set aside simply on the ground that no brandy has ever been found to come up to their standard of requirements. It would be much better, Mr. Keenan said, to leave the question of what shall be prescribed, or what liquors of that kind shall be used, to the physician. That is what the committee proposed. But, he continued, when it comes to the use of liquor as a menstruum, why not let the pharmacist have some say as to what the menstruum shall be, from his experience as to the extractive power of given menstrooms? We all know that wines and spirits are used for their alcoholic strength. Why not adopt a definite dilution of alcohol in water, of a definite strength, instead of these mixtures of alcohol, fusel oil and ethers?

He asked that that portion of the report relating to the expunging from the Pharmacopoeia of wines and liquors be read again. He thought that the members who opposed the committee in this matter were taking such a course under a misconception of the facts. The committee did not ask the association to do anything definite. It did not ask the association to give an expression against the use of wines and liquors.

Dr. Bartley argued that the matter was not one for discussion by pharmacists, as they had little to do with what preparations should or should not be included in the Pharmacopoeia, a statement which was promptly corrected by Dr. Gregory, who spoke as a member of the Committee on Revision and Publication of the U. S. Pharmacopoeia. Finally, after a statement by President Smither, the paragraph which was the subject of discussion was referred to the Committee on Trade Interests, a delicate method of killing it.

The reading of papers of scientific interest was then proceeded with, Dr. A. B. Husted, leading off with one bearing the title, "Is the Pharmacist of the Future to Be a Mere Storekeeper or a

Skilled Member of a Profession?" There was no discussion.

#### An Important Paper by Prof. Kraemer.

A paper by Prof. Henry Kraemer, of the Philadelphia College of Pharmacy, on "The Utility of the Microscope in Pharmacy," was read, in the absence of the author, by Thomas J. Keenan, of the Committee on Pharmacy and Queries. This paper is printed in full in another part of the present issue of the AMERICAN DRUGGIST. It was received by the members with marked appreciation, and justly so, as it constitutes one of the most important contributions to the subject yet produced. A paper with a similar title to that borne by Prof. Kraemer's was presented by Prof. A. P. Lohness, of the Brooklyn College of Pharmacy, but Prof. Lohness' treatment of the subject was not nearly so exhaustive nor so conclusive as Kraemer's, and the two papers have little in common.

Some discussion followed the reading of Prof. Kraemer's admirable paper. Dr. E. H. Bartley, of Brooklyn, deemed it a little unfortunate that the author had laid so much stress on the necessity of so much profound study and education as a preliminary to the use of the microscope. The microscope, he said, was not such a difficult instrument to use as Prof. Kraemer would have us imagine.

#### Dr. Brundage Made a Life Member.

In recognition of the splendid achievement of Dr. A. H. Brundage in gaining 145 new members for the association, the secretary moved to make him a gift of a life-membership. A motion was accordingly made to suspend Article V. of the by-laws requiring the payment of \$25 for the privilege. It being a motion to suspend the by-laws unanimous consent was required, and President Smither accordingly put the motion. An objection was immediately entered by Dr. R. G. Eccles, of Brooklyn, who is not friendly to Dr. Brundage. The motion being defeated, William Muench, of Syracuse, offered an amendment to transfer \$25 from the funds of the association to pay for a life-membership for Dr. Brundage, and this was carried at once.

The reading of scientific papers was then resumed. E. A. Sayre presented two carefully considered papers in reply to Queries Nos. 5 and 25. The papers were discussed by W. P. De Forest, Dr. E. H. Bartley, W. C. Alpers, Dr. Brundage, Mr. Stoddart, Mr. Smither and Mr. Seabury, and the papers were finally received and ordered printed in the proceedings. The association then adjourned until Wednesday at 10 a. m.

#### MORNING SESSION—WEDNESDAY.

The convention was called to order shortly after 10 a. m. by President Smither, who called upon the secretary to read the minutes of the previous session, after which several additional applications for membership were received; the names are included in the list printed elsewhere.

#### A Poor Showing for Trade Interests.

A call for the report of the Committee on Commercial Interests found Chairman Van Winkle absent. Clark Z. Otis, of Binghamton, made an informal and verbal report as a member of the committee. He stated that he had been unable to communicate with the other members of his committee. He spoke, however, of the necessity of arousing more interest in

the association with regard to the commercial welfare of the members. He considered it would be advantageous for the association to stimulate the members to work in this direction.

President Smither was not pleased with the showing made by the Committee on Commercial Interests and criticized the committee for their failure to look properly after the interests intrusted to them. He suggested a change in the by-laws so as to provide a definite programme of work for the different committees, instead of leaving it in an indefinite state, as at present. He hoped that some action looking to this would be taken before the meeting adjourned.

Geo. J. Seabury took an active part in the discussion which followed. He expressed it as his belief that the registration annually at a nominal fee of all pharmacists licensed to do business in New York State would be found the only real remedy for the evils afflicting the trade here.

Wm. Muench, of Syracuse, made an eloquent appeal to the traveling salesmen of the association to aid the work of the organization by bringing in new members. "I charge the traveling men of the association with this duty. If our honored traveling men throughout the State will tell those retail druggists of the State who are not members to come and join us, our influence will grow until we become a power in the politics of the State."

Another of the usual tiffs between the two factions in the Kings County Pharmaceutical Society took place at this point. Dr. R. G. Eccles charged Wm. Muir, of Brooklyn, with having made inconsiderate criticisms of the association for its lack of energy in urging the claims of the druggists before the Raines Law Committee.

Mr. Muir admitted the charge, and excused himself on the ground that he was not a member of the association when the criticism was made. He still thought, however, that the association had not exerted itself as fully as it might in the interests of its members.

Geo. J. Seabury again took the floor to urge the members to pay a greater amount of attention to the financial ends of their business. "Pay most attention," he said, "to the commercial end, the professional end will always take care of itself." He objected to the presence in the State association of college professors and others not intimately identified with the practical work of a retail druggist. "Men," he said, "are doing work in this association to-day who have no right to do it." This was a plain hit at the doctors of medicine who have been making themselves active of late in the councils of the association.

#### To Curtail Department Stores.

Wm. Muir, of Brooklyn, moved that the informal report presented by C. Z. Otis be referred to the Legislative Committee with power to draft a bill for enactment by the Legislature to remedy the evil of permitting department stores or unlicensed druggists to sell drugs or medicines. The motion was carried unanimously after a speech by Thomas Stoddart, of Buffalo, in advocacy of the Empire State Drug Co., the new retail druggists' co-operative manufacturing company which was organized at Buffalo last year. A full line of the goods manufactured by the Empire State Drug Co.



was on exhibition in a room near the convention hall, and attracted considerable notice, the members commenting upon the neatness of the packages and the good quality of the preparations. The display was in charge of Geo. B. McLeod, managing sales agent, who took a number of large orders from members during the convention.

Felix Hirseman, the president of the German Apothecaries' Society, was called upon for some remarks. He said: "In behalf of the German Apothecaries' Society of New York I tender greetings. The society which I represent heartily endorses the course of the State Pharmaceutical Association in every way. We have already manifested our interest in its affairs by joining it in large numbers. The work accomplished last year by the New York State Pharmaceutical Association exceeded in importance the work performed by any similar organization in the United States, and the fact reflects great credit on your president and officers."

He hoped that the association would work this year for a uniform pharmacy law for the entire State. He promised the co-operation of the society which he represented.

#### OFFICERS FOR 1897-8.

President Smither announced the election of officers as the next order of business, and William Muench, of Syracuse, immediately took the floor to make a nomination. There were others just as anxious as Mr. Muench to be first in nominating their favorites, but Mr. Muench was too quick for them, and he was recognized first by the presiding officer. Mr. Muench is blessed with a ringing voice, well-balanced judgment and unusual gifts of eloquence and oratory. He had not proceeded far in his speech nominating R. K. Smither, of Buffalo, for re-election, before he had his audience entirely with him, and the association never before rose to such a height of enthusiasm. The members rose and yelled their approval, and the applause lasted for several minutes. The nomination was promptly seconded by William Muir, of Brooklyn.

Mr. Smither thanked the members for their appreciation of his efforts to advance the welfare of the association and paid his compliments to the committees which had aided him in his work. He referred particularly to the work of the Committee on Pharmacy and Queries. The nominations for the office of president were closed, and R. K. Smither was elected president to serve another year by the unanimous vote of the association. Other nominations and elections followed in short order, the result of the election being as follows:

President—Robert Knight Smither, Buffalo.

First Vice-President—Albert H. Brundage, Brooklyn.

Second Vice-President—Wm. Muench, Syracuse.

Third Vice-President—Felix Hirseman, New York.

Secretary—Judson B. Todd, Ithaca.

Treasurer—Wm. B. Fuller, Syracuse.

Executive Committee—Thomas Stoddart, Peter W. Ray, Frank Richardson.

The election of officers concluded, adjournment was had for luncheon, a two hours' recess being declared.

#### AFTERNOON SESSION—WEDNESDAY.

The session opened at 2.30 p. m., with President Smither in the chair. The usual formality of reading the minutes of the preceding meeting was carried out and the minutes approved as read. W. C. Alpers was then given permission to invite the members to inspect the Merck laboratories, about ten members availing themselves of the invitation.

President Smither then announced the following committee to report on the recommendation contained in the report of the Committee on Pharmacy and Queries relative to the new ordinance of the Board of Regents: E. H. Bartley, W. G. Gregory, W. G. Tucker, Geo. C. Dikeman.

The report of the Committee on President's Address of the previous year (Seabury's) which was held over, was then received. The resolution regarding an improved status for army and navy apothecaries was approved, and the secretary was instructed to notify Dr. Geo. F.

Committee on Commercial Interests urge our representatives in Congress to take such action.

6. We approve recommendation that committee ascertain if foreign-made, copyrighted or patented chemicals or medicines can be legally imported and sold, duty paid, under their chemical names.

7. We favor the general proposition that one pharmacy law and one Board of Pharmacy will be a wise change in this State.

8. We recommend nine as the most practical number of members; three to be appointed from Greater New York, four from the State at large, and two from Erie county.

9. We favor the nomination of but twice the number of candidates that there are vacancies.

10. We disagree with the recommendation that the appointment of members of the Board of Pharmacy be given to the Regents, and recommend that it remain with the Governor.

11. We approve two grades of licenses.

12. We agree on the fourth recommendation, which continues present conditions in reference to existing licenses.

13. We (except Dr. Huested) approve annual re-registration at a uniform fee of \$1, because no appropriation can be obtained from the State.

14. We approve recommendation six.

15. We approve recommendation seven.

16. We approve recommendation eight.

17. It is the sense of the committee that not less than four examinations be held yearly, and as many more in the large cities as may be desirable.

#### Kings County Men Scored.

A request by Mr. Stoddart, the chairman of the Executive Committee, for the names of the members of the Kings County Society who were responsible for the introduction of a bill in the State Legislature to enact one pharmacy law for the State, nearly precipitated an unpleasant wrangle.

Dr. E. H. Bartley, of Brooklyn, immediately arose to his feet, and made the admission that he, as a member of the Kings County Board of Pharmacy, had a hand in drafting the bill. "And if that is an offence," he continued, "I am willing to withdraw from the association." He explained that he was not a member of the State Association at the time when the bill was drawn up. He had only joined the association since the meeting convened at Manhattan Beach.

President Smither called George J. Seabury to the chair in order that he might take part in the discussion. Mr. Smither said he was very much astonished that such a bill should be quietly introduced when the framers were aware that the Association had one in preparation, and the Legislative Committee was created for that purpose. It would be wise and better to regard the Association as the mouthpiece of the State in all proposed legislation.

#### Dr. Bartley Replies.

Dr. Bartley replied to the strictures of Mr. Smither by explaining the peculiar situation of affairs in Brooklyn, when it was sought to procure the enactment of the measure. When the charter for the Greater New York was framed the Kings County Board was abolished or merged into the New York Board and funds accruing were to be turned over to the New York College of Pharmacy, the Brooklyn College being ignored. A committee from Kings County was told that no amendment could be passed.

A delegation from the Kings County Pharmaceutical Society secured the introduction of an amendment to the charter and of a bill changing the entire law, abolishing the Erie Board by uniting the four boards in one.

The discussion became quite heated for a time until Dr. Bartley said Mr. Muir was the one responsible for the drafting



W. B. FULLER, OF SYRACUSE.  
Re-elected Treasurer of the Association.

Payne, of Atlanta, of the action of the association.

The next thing in order was the reception of the report on the recommendations contained in the address of President Smither, as printed in another column. The committee reported as follows:

#### Report of Committee on President's Address

1. This committee reports in favor of approving the action of the President in enlarging the Committee on Legislation to seven.

2. We approve the recommendation that the Committee on Legislation be permanently increased to seven, and to effect that object recommend the amendment of section 1, article 7, of by-laws, substituting "seven" for "five," referring to Committee on Legislation.

3. We approve the recommendation that the Committee on Legislation be authorized to employ a legislative agent at Albany, at an expense not to exceed \$50, to notify the chairman of Committee on Legislation and the secretaries of Boards of Pharmacy of all legislation affecting pharmacy.

4. We approve recommendation that our delegates to A. Ph. A. be instructed to urge that body to memorialize Congress in favor of limiting the protection to foreign-made medicines and chemicals to such provisions as they may enjoy where made.

5. We approve the recommendation that the

of the measure. Luther F. Stevens, of Brooklyn, interrupted President Smither twice in the course of the latter's remarks to say: "We introduced the bill, and we are not ashamed of it; not a bit!"

President Smither said he was glad to know that Mr. Muir was the person responsible. Mr. Muir, he said, was not the man he had in mind during the discussion. Mr. Smither wished it to be understood that he had not opposed the bill on the ground that it did not come through his committee. It was on the ground that it had not been indorsed by the State Association. Even in the event of such an emergency as had been instanced by Dr. Bartley, would it not have been the better way, asked Mr. Smither, to take the Legislative Committee into their confidence and lay the whole matter before it?

#### Why Erie Objected.

Dr. Gregory, of Buffalo, explained why the Erie County Board had opposed the introduction of the bill fathered by Mr. Muir and the Kings County Society. "We found," said he, "that we (the Erie County Board of Pharmacy) were about to be swallowed whole, and we proposed to stretch out our hands and scratch the oesophagus as much as we possibly could on the way down." (Laughter.)

This practically closed the incident, and after Mr. Stoddart reiterated his reason for bringing up the matter, which was to prevent a recurrence, the Association proceeded, on the motion of C. H. Butler, of Oswego, to appoint a committee to select five names from which the Governor may choose one to fill a vacancy on the Board of Pharmacy. The committee was named as follows: C. H. Butler, Clay W. Holmes, F. W. Richardson, P. W. Ray, Willis G. Gregory. The report on names was made a special order for the morning session next day.

#### One Board for the State.

Dr. A. B. Husted, of Albany, introduced at this point a resolution which was the subject afterward of some clever manoeuvring. His motion read: "Resolved, That the matter of formulating a bill for one pharmacy board for the entire State be referred to the Legislative Committee with power to act." There was a lot of desultory speech-making after the introduction of this resolution, and it was evident that the representatives of the colleges were not in favor of allowing the Legislative Committee of the State Association to suddenly change the law and deprive them of income derived from fees. Those in favor of the change (and they represent a majority of the Association, as was afterward shown) did not mince matters in advocating their plans. It was emphasized more than once that the colleges were not any more entitled to a division of the funds arising from the collection of fees for licenses than any of the other private institutions of the State. Mr. Stoddart said: "I think we are too much entangled with the colleges. I think the colleges should leave this Association alone." It seemed at one stage in the proceedings that action on the proposed Single Board bill would be postponed until the next annual meeting of the Association, and it was only prevented by a motion to reconsider, made after the friends of the measure discovered the trick that had been played upon them. It was Dr. Bartley, of the Brooklyn College of Pharmacy, who tried to stave off action. Near the close of

the session he made a motion to refer the bill back to a committee, to report at the next annual meeting of the Association. Few in the hall understood the real purport of the motion, and it was taken up and passed before a protest could be made. A motion to reconsider the action of the Association was introduced at the next morning's session by Thomas Stoddart, of Buffalo, and passed by what might be termed a strict party vote, the representatives of the colleges of New York and Brooklyn on the one side and the retail druggists of the State on the other. The vote, after an appeal from the decision of the chair, stood 14 to 9 in favor of reconsideration, which showed the temper of the Association.

The session closed with the reading of scientific papers. Luther F. Stevens presented a study of "Cascara Sagrada," and claimed the discovery of two new active principles. A paper by Syd. H. Carragan on "The Training of the Pharmacist" was received with marked evidences of approval. Dr. A. H. Brundage read a paper on the "Department Store Evil," written by himself, besides other papers contributed to the Committee on Pharmacy and Queries.

#### FIFTH SESSION—THURSDAY MORNING.

President Smither opened the proceedings of the fifth session at 10.30 o'clock on Thursday morning by calling for the minutes of the preceding session, which were read by Secretary Todd and approved by the association after the usual formalities.

Wm. Muir, of Brooklyn, whose name had been substituted at the preceding session for that of Dr. A. B. Brundage for the office of first vice-president on motion of Dr. Brundage, declined to take advantage of Dr. Brundage's self-sacrifice, saying he had not been consulted in the matter. Dr. Brundage, therefore, still retains the office.

#### Senator Platt Not at Home.

An amusing turn was given to the proceedings by the appointment of a committee to wait on Senator Platt, who is stopping at the Oriental Hotel, and escort him to the convention hall. The committee comprised Caswell A. Mayo, editor of the AMERICAN DRUGGIST; A. C. Searles and William Muench. In half an hour they were back, and considerable merriment was created by the chairman rehearsing the speeches that were prepared for Mr. Platt and his final announcement that all the extensive plans were frustrated by one little accident—Senator Platt had suddenly left for unknown parts of the country.

The following names were presented by the Committee on Nomination for vacancy in the Board of Pharmacy: C. H. Haskins, of Rochester; C. S. Ingraham, Elmira; A. S. Van Winkle, Cornellville; Otis H. Beach, Oswego, and H. P. Monroe, of Dunkirk. The names will be presented to Governor Black for his consideration.

#### WORK OF THE STATE BOARD.

##### The Low Standard of Colleges—High Standard of Board—Colleges Scored.

The annual report of the State Board of Pharmacy was read by the secretary of the board, E. S. Dawson, Jr., of Syracuse. After enumerating the list of ap-

plications for licenses, the number examined, the number licensed, the number rejected and the number re-examined, which is summarized as, examined, 451; licensed, 173, rejected, 278; re-examined, 120; the total receipts of the board were stated to be \$9,375.73; disbursements, \$7,807.49, leaving a balance on hand of \$2,068.24.

Quarterly examinations were held at five localities on each occasion, according to law. The report states that the number of candidates examined (451) shows a gain of eighty-eight, as compared with the previous year.

#### COLLEGES GENTLY SCORED.

The percentage of successful examinations reported last year was 54.7 per cent, while this year it is 38.35 per cent, a circumstance which led the board to make some observations regarding the haste of certain colleges of pharmacy in graduating as pharmacists men who have an insufficient knowledge of the practical side of the profession. The report states:

#### DO COLLEGES TEACH PHARMACY?

This falling off in the number of successful examiners is undoubtedly due to the raising of the standard of the examinations, as the board has required of its candidates a higher average rating to enable them to pass. The board has less reason to be disappointed in the results of the examinations than in previous years, as the answers given indicate that considerable attention has been devoted to rudimentary study, yet the candidates exhibit a discouraging lack of ability to recognize common crude drugs, showing that they are hurrying through the education process without giving necessary time to practical observation and close scrutiny of the physical characteristics of the drugs they handle in the every-day routine of their pharmacy life. One surprisingly disappointing feature of the examinations is the comparatively poor showing of the candidates who come from colleges of pharmacy, some as graduates, some as students, and the logical inference to be drawn from this is that there is a lack of thoroughness in their pharmaceutical education. These valuable institutions of learning are respectfully urged to give careful attention to the preliminary mental training of their students. The student who receives his education by the rushing process at a college of pharmacy is not mentally equipped to reflect credit on his alma mater, and the board is decidedly of the opinion that the time has not yet come when graduates of pharmacy should be entitled to registration from a Board of Pharmacy without first passing its examination.

The report closes with a list of the cases at law prosecuted by the board. The complaints of the year exceeded those of any previous year, the files showing 280 against 76 for the preceding year. Sixty-two suits were brought in several counties for the recovery of penalties, and the majority successfully prosecuted. The increase in the number of complaints was stated to be due to letters of inquiry sent to licentiates of the board in ten counties of the State, asking for information concerning the drugs sold by unlicensed dealers in their vicinity.

For the purpose of ascertaining the views of licentiates as to the plan of annual registration, the question of one board for the entire State and the better enforcement of the present law, the board sent to every licentiate in business an addressed postal bearing these questions:

1. Are you in favor of having one pharmacy law, and one board, for the entire State?
2. Of how many members should such a board consist?
3. Are you in favor of an annual renewal of licenses at a tax of \$1 each?
4. Should a store in which pharmacy is practiced be required to be in charge of more than one licensee of the State Board of Pharmacy?

Fifty-two hundred and forty of these postal-cards were sent out, and twelve hundred and fifty were returned with answers. Of these 1,178 favored one law and one board for the entire State. Regarding annual renewal of licenses at a

tax of \$1 each, 720 favored it, 487 opposed it and 43 were non-committal. In answer to the query, "Should a store in which pharmacy is practiced be required to be in charge of more than one licensee of the State Board of Pharmacy?" 343 affirmative and 841 negative votes were received.

#### SIXTH SESSION—THURSDAY AFTERNOON.

After an enjoyable trip to the laboratories of the Maltine Mfg. Co. at Eighteenth street and Ninth avenue, Brooklyn, which was participated in by over 175 members and their friends, the sixth and final business session opened under Vice-President Brundage, who occupied the chair in the absence of President Smither. There was a fair attendance. It was a sensational session in some respects. As told above, an attempt was made by the representatives of the colleges to stave off the movement looking to the formation of a single board for the entire State. Dr. Brundage, being an interested party, resigned the chair to Dr. Huested. The moves in the proceedings may be summarized as follows: 1—Dr. Bartley, representing the Brooklyn College of Pharmacy, moves to refer Dr. Huested's resolution authorizing the Committee on Legislation to draft and procure the enactment of a bill to unify the laws, to a special committee, to report at the next annual meeting of the association. Motion carried, Thomas Stoddart voting in the affirmative. 2—Thomas Stoddart moves a reconsideration of the action of the Association. Motion put and carried, leaving matters in *status quo ante*. 3—Rudolph Gies, of the New York College of Pharmacy, asks on a point of information as to whether the gentleman who moved the reconsideration of Dr. Bartley's amendment voted in the affirmative. Answered yes! 4—Chair rules that action on Mr. Stoddart's motion to reconsider was decisive. 5—Dr. Bartley appeals from the decision of the chair. 6—Put to a vote. Chair sustained, yeas 14, nays 9.

Several additional papers from the Committee on Pharmacy and Queries were presented at this stage, Dr. W. G. Gregory, of Albany, reading two well-considered papers on pharmacy regulations.

The following members were elected delegates to represent the N. Y. S. P. A. at the annual meeting of the American Pharmaceutical Association, to be held at Lake Minnetonka, beginning August 23, this year, viz.: George J. Seabury, Caswell A. Mayo, A. C. Searles, E. H. Bartley, C. H. Butler.

Felix Hirseman's motion to appoint a committee to organize a "single line association" among the druggists to prevent cutting of prices was adopted.

The session concluded with resolutions of thanks to the Kings County Pharmaceutical Society for its hospitality, and especially to Wm. Muir for his excellent arrangements for the entertainment of the visitors. The Maltine Co., Merck & Co., Dr. Brundage, Adrian Paradis, the retiring officers and several others received resolutions of thanks by rising votes.

After a complimentary discussion the salary of Secretary Todd was raised from \$300 to \$500 a year. The meeting then adjourned, to meet again on board the steamer "Valley Girl," to vote upon the place of the next annual meeting. It seemed to be the unanimous sentiment

that in spite of the variety of weather encountered Manhattan Beach was the best place the association had yet met in.

#### ADJOURNED MEETING.

Two adjourned meetings were held in Long Island Sound on the steamboat "Valley Girl." One on the way to Glen Island and the other on the return trip. Vice-President Brundage presided over both meetings. The first meeting was held with a view of getting at the sentiment of the members with regard to place of next meeting, and a straw ballot gave the preference to Rochester. Other matters besides place of next meeting were discussed. The Kings County Pharmaceutical Society, the Ladies' Auxiliary Committee of Entertainment and the efficient local secretary, Adrian Paradis, all came in for cordial votes of thanks for hospitalities extended to the visitors. At the final meeting of the Association, held late in the afternoon, shortly after the steamboat left Glen Island for New York, Chairman Stoddart, of the Executive Committee, an-



WM. M. MUIR,

Chairman of the Committee on Entertainment.

nounced that his committee had practically decided to name Rochester as the place for the next meeting of the Association. After this announcement some informal speech-making was indulged in, and additional expressions of thanks and appreciation to the druggists of New York and Brooklyn were placed on record. Responses were made by W. P. De Forest, Kings County Pharmaceutical Society; Caswell A. Mayo, Committee of Entertainment; Dr. T. D. Reed, of Montreal, Montreal College of Pharmacy and the Pharmaceutical Association of Quebec; C. S. Erb, New York College of Pharmacy, and Thomas J. Keenan, Pharmaceutical Press. Before adjourning Mr. Muench proposed three cheers for Kings County and New York. The response was immediate and hearty, and of such a character as to well repay the local druggists for their exertions in providing for the comfort and pleasure of their guests. The enthusiasm and good feeling displayed by all in attendance upon the Manhattan Beach convention

argues well for the success of the meeting at Rochester next year, when many pleasant reunions will doubtless be effected.

#### THE ATTENDANCE.

The following is a list of those who registered during the first two days of the convention:

New York.—Caswell A. Mayo, Charles A. Osmun, Susie K. Osmun, Susie M. Osmun, H. C. Yager, L. A. McGraw, Thomas J. Keenan, Rudolph Gies, George C. Diekmann, George J. Seabury, Charles Erb, Francis B. Hays, C. Dill, E. Fluhr, A. Searles, E. A. Sayre and wife, James H. Rogers, H. D. Ferguson, Oscar C. Weinman, D. F. Dodds, E. O. MacLean, Max Mariamson, Harry Heller, A. Major, H. Schmalstick, Jr., W. E. Lord, A. D. Dargan, E. H. Gane, Karl Schnackenberg.

Brooklyn.—C. W. Ray, F. N. Bliss, Thomas D. McElhenie, Albert E. Marsland, William M. Davis, Albert H. Brundage, William B. Bower, M. T. Michaelson, William P. De Forest, W. B. Averre, A. S. Walters, Adrian Paradis, Thomas J. Strauss, S. H. Carragan, Lester H. Carragan, William Harloe, G. J. Woolston, Irene L. De Forest, A. R. Lohness, Luther F. Stevens, W. A. McIntire, Edward C. Dennin, Charles Dennin, J. H. Hunt, H. H. Disoway, Mrs. H. H. Disoway, L. T. Perkins, J. F. Kent, C. W. Klein and wife, Adolf Fischer, H. V. Lawrence. Buffalo.—Willis G. Gregory, J. A. Lockin and wife, John Tilma, George Reimann, Oscar Rydstrom and wife, G. W. Lacey, Thomas Stoddart, John P. Stoddart, Mrs. Thomas Stoddart, Mrs. Charles Stoddart, H. S. Rider and wife, R. H. Smither, Robert N. Smither, Mrs. R. K. Smither, E. J. Liebetrut and wife, Charles L. Reimann, Ella K. Fullerton, George B. McLeod.

Albany.—Alfred B. Huested and wife, Frank Richardson and wife, E. C. Hatman.

Charles B. Sears, Auburn; F. R. Lape and wife, Athens; W. H. Quinn, Ballston Spa; J. P. Jones, Baltimore, Md.; Clark Z. Otis and wife, Binghamton; William Muench, Syracuse; Clay W. Holmes, Elmira; F. L. Norton and wife, Delhi; Thomas D. Reed, Montreal; George Greig, Pleasantville; J. C. Smith, Plattsburg; M. H. Smith, A. C. Smith, Plattsburg; Miss E. C. Smith, Toronto; Edward S. Dawson, Jr., Syracuse; Edward G. Rave, Hicksville; Donald N. Cameron and wife, East Orange; William J. Marsh and wife, Corning; Fred R. Burdutt and wife, Syracuse; George Hahn, Rochester; Isaac C. Chapman and wife, Newburgh; W. H. Whitehead, Herkimer, N. Y.; John Hurley, Little Falls; C. H. Butler, Oswego; Judson B. Todd, Ithaca; Thomas W. Dalton, Syracuse; G. B. Hubbard, Syracuse; G. F. Mott and wife, Catskill; J. H. Frost, Lansingburg; C. H. Haskin, Rochester; W. B. Fuller, Syracuse; A. J. Fellows, Chatham; H. W. Wood, Lansingburgh; George M. Wallianser, Newark, N. J.; W. C. Alpers and wife, Bayonne, N. J.; Carman R. Lush, Hempstead, N. Y.; Charles Wuensch, Newark; L. L. Stahle, Newark; Eugene Hartnett, Jersey City; James Foulke, Jersey City; Charles M. Edwards, Philadelphia; H. S. Ferry, Mt. Vernon; F. Oliver, Mt. Vernon; M. McIntyre, Fonda; Fred M. Lawrence, Murray Hill; James S. Boyd and wife, Cold Spring; Clarence P. Smith, Newark.

#### THE ENTERTAINMENT.

The programme of entertainment was arranged with admirable foresight, the main object of the committee having this in charge being evidently to avoid, so far as possible, any conflict with the business sessions. The business of the Association was thus conducted smoothly and expeditiously, without any of the annoying interruptions by managers of the entertainment features, which have so frequently given cause for complaint at previous gatherings. The series of entertainments opened with the president's reception on Tuesday evening. This was well attended by the ladies and gentlemen of the party. After the formal presentations the floor was cleared for dancing, and a gay scene was presented. George J. Seabury assumed the duties of floor manager, and soon put everybody in a good humor by his witty and tactful management. The different sets were announced in a manner which provoked the greatest merriment. The utmost good feeling prevailed during the entire evening, refreshments were served at frequent inter-

vals and the waiters seemed to vie with each other in their attentions, everything contributing to a most enjoyable evening.

The progressive euchre party, held in the convention hall on Wednesday evening, was a very successful affair. Several handsome prizes were awarded. Judson B. Todd, of Ithaca, the secretary of the association, carried off the first prize, consisting of a polished brass wall rack. The first ladies' prize, a handsome cut-glass salad bowl, was awarded to Mrs. Donald L. Cameron, of Orange, N. J. Other prize winners were William Hunt, D. A. Ganter, Thomas Stoddard, R. K. Smither and William M. Davis, gentlemen players, and the following ladies, viz.: Mrs. W. J. Marsh, Mrs. Charles Stoddard, Mrs. T. B. Burdick, Mrs. W. J. Walters and Mrs. T. C. Chapman. The standing of the winners is represented by the order in which their names are given.

#### Courtesies Extended by the Maltine Company.

The visit to the laboratories of the Maltine Mfg. Co., which has already been mentioned in the detailed report of the convention, proved to be one of the most enjoyable features of the entire programme. Two train loads of members, accompanied by the ladies, left Manhattan Beach at noon on Thursday. The first train of four cars contained 50 visitors, while the second carried 98, but this did not represent the total number of those participating in the excursion. The contingent from Manhattan Beach, which numbered 148 in all, was swelled at the Maltine Laboratories by about fifty New York and Brooklyn druggists who went direct to the works at 18th Street and Eighth Avenue, Brooklyn, from their homes and places of business. Much regret was expressed at the unavoidable absence of Lieut. Gov. T. L. Woodruff, the President of the Maltine Mfg. Co., who was detained at Albany attending a session of the Forestry Commission, of which he is a member. Several members of the firm were, however, on hand to receive the visitors and a most enjoyable time was spent. Luncheon was served immediately after the visitors reached the works, the following excellent menu being discussed:

#### BUFFET TABLE.

Cold Bouillon	Sweet Bread Patties
Lobster Salad	Chicken Salad
Salted Almonds	Caviar Tartines
Ice Cream in fancy forms	Coffee and Cream
Lemonade	Fancy Cakes
	Cafe Frappe
	Sandwiches
	Rolls
	Olives

Geo. A. Shepard, of the Maltine Mfg. Co., had charge of the arrangements, and saw personally to the comfort of the guests. He was assisted by T. W. Hood, Chas. Harris and J. E. Mace, all members of the traveling staff of the company.

Dr. Phillip L. Eckhard, one of the newly-graduated Doctors of Pharmacy of the New York College of Pharmacy, is the chemist of the Maltine Mfg. Co., and it was to him the duty fell of conducting the party through the establishment and explaining the mechanism of the machinery used in the manufacture of Maltine and the various preparations combined with it. Several huge vacuum apparatuses for the extraction of vegetable drugs attracted considerable attention. The visitors were allowed to pass through the crude drug room, where

large bales of yerba santa, coca, cinchona and other drugs indicated the extent of the manufacturing processes carried on by this firm. The inspection of the laboratories proved very interesting, and the visit was much enjoyed by both the gentlemen and ladies of the party. Before leaving the establishment an informal meeting was held, at which hearty votes of thanks were extended to the Lieutenant-Governor and the Maltine Mfg. Co. for the courtesies extended. The male members of the party then returned to Manhattan Beach on the special parlor cars provided for them by Mr. Woodruff, while the ladies took carriages for a drive through Greenwood Cemetery and Prospect Park. A stop was made at the Shelter at Prospect Park for refreshments, and ice-cream and soda-water were served to the entire party by Mr. Muir and his assistants.

#### The Excursion to Glen Island.

Probably no feature of the entertainment programme was more enjoyed than the excursion on Friday to Glen Island. The steamboat "Valley Girl," of the Starin Line, was chartered by the Com-



A. B. HUESTED, PH.G., M. D., OF ALBANY.  
President of the New York State Board of Pharmacy.

mittee on Entertainment for the exclusive use of the members, and refreshments were supplied gratis, the firm of John Matthews donating several fountains of soda-water and an unlimited supply of fruit syrups, all of which was thoroughly appreciated by the thirsty crowd of excursionists. A band of musicians provided excellent music, and singing and dancing were indulged in by all the members to their hearts' content. The day was exceptionally fine, and the scenery of the Sound drew forth numerous expressions of delight from those who viewed it for the first time. Members of the Reception and Entertainment Committees were on hand to point out the different places of interest, and considerable curiosity was expressed regarding the city institutions on Blackwell, Ward and Hart's Islands.

Admirable arrangements had been

made in advance for the reception of the association, and when the boat reached Glen Island the members were conducted straight to the dining-room, where an excellent shore dinner was served. The menu consisted of clam-chowder, hard and soft shell clams, bluefish, soft shell crabs, salads and dessert. It was thoroughly enjoyed by the hungry excursionists, who all voted the "Genuine Rhode Island Clambake" a perfect success. As told elsewhere, two adjourned meetings of the association were held on board the "Valley Girl," but little business was transacted, the members being more intent upon the pleasures of the sail than the business of the association.

The sail was made especially enjoyable by dancing and other amusements. An old-fashioned Virginia reel was danced on the return trip and was voted a great success by both onlookers and dancers. The following ladies and gentlemen participated: Miss Jennie Muir, Miss Pamela Mayo, Mrs. Stoddard, Miss E. Ford, Miss De Forest, Miss Avere, Miss Gerard, Mrs. Anderson, Miss Fullerton, Miss Rider, Mrs. Hahn and Messrs. Tilma, Sears, Weed, Crawford, Otis, Tuthill, Anderson, Rider, Reiman and Burdick.

The Pettit Mfg. Co., of Canajoharie, with offices at 138 Reade street, New York city, whose specialty is the manufacture of fine chocolates and candies for the drug trade, made a hit with the ladies and children of the party by the free distribution of boxes of chocolates and bon-bons. Handsome Japanese fans were also given away by this firm, and constituted a splendid advertisement. J. H. Pettit, the manager of the New York branch, was on hand in person to see to the distribution of the candies and fans, and many expressions of thanks and appreciation were showered upon him by the grateful ones who enjoyed his bounty.

#### TRAVELING SALESMEN WHO WERE THERE.

The excellent work done by the traveling salesman in interesting non-members in the doings of the organization, securing new members, etc., was recognized in a fitting way during the course of the convention by resolutions of thanks and complimentary speeches. Sharpe & Dohme, of Baltimore and New York, were ably represented at the meeting by a number of their best-known salesmen, J. P. Jones, who covers the western portion of the State, being especially prominent and contributing considerably to the comfort and convenience of his numerous friends in the Association. The AMERICAN DRUGGIST man saw and conversed with about a dozen representatives of this firm, among others being the following: W. McConnell, Dr. J. F. Kent, Fred Stumpf, A. D. Dargan, J. Joseph Herbert, F. C. Kinsman and George Rieffelin. Johnson & Johnson was creditably represented by J. H. Rogers, L. E. Treat and A. J. Stephens, who had in charge a very attractive display of the specialties of the firm. Mr. Rogers kept "open house" in the room reserved for the display of their products, and his hospitality was enjoyed by a large number of the members. L. E. Treat, of Johnson & Johnson, is, perhaps, one of the most familiar figures at the annual conventions of the State Association, and he added greatly to his popularity at the meeting just closed by his pleasant ways and unrelenting attention to the comfort of the members. Of course, "Bob" Service was



there. Mr. Service is widely known as the representative of J. M. Maris & Co., of Philadelphia and New York, and he takes considerable interest in the affairs of the association, as evidenced by the number of new members secured for it by him this year. Tarrant & Co. was represented at the convention by L. A. McGraw, who was watched closely by the other salesmen, who evidently were suspicious that he might steal a march on them by some unique method of bringing his line of Victorian perfumes to the attention of the association. There was some talk of a balloon ascension, in which the Victorian perfumes were to figure, but nothing came of it, as the weather was unfavorable. Parke, Davis & Co. were prominent at the convention, being represented by several of the traveling staff. Syd. H. Carragan, the head of the traveling staff of the Eastern branch, contributed a noteworthy paper to the Committee on Pharmacy and Queries of the Association. Col. E. W. Fitch, who has succeeded John Clay as manager of the Eastern branch, was fairly constant in his attendance upon the sessions, and G. W. Lacey, who visits the trade in Buffalo, was frequently seen in the company of the leading Buffalonians. W. Marriager and Mr. Carr, of the New York office, were also present. George Burrows, genial and affable as usual, saw that the interests of Schieffelin & Co. were not overlooked. Bromo soda and tonosum-bul were given out freely to the members by the clever representatives of William R. Warner & Co., of Philadelphia and New York, under the direction of Ed Fluhr and H. C. Yager. The Empire Drug Co., of Buffalo, made a very successful display of fluid extracts and other galenical preparations and non-secrets in a room opposite the convention hall. The display was arranged by George B. McLeod, the general sales agent. The success of this enterprise, which provides for co-operative manufacturing by the retail druggists of the State, has been very pleasing to the promoters. The products of the company are sold only to stockholders, and none but retail druggists are eligible for membership. Mr. McLeod intends to spend a week or two in Greater New York to further the interests of the Empire Drug Co. among the retailers. It is some time now since "Jack" Stead, of Whitall, Tatum & Co., has been seen at any of the gatherings of the State Association, and his presence at the Manhattan Beach meeting was, therefore, all the more welcome. F. A. Weed, of the traveling staff of Whitall, Tatum & Co., was also present and participated freely in the outings and entertainments. John Hurley, who is the proprietor of a successful pharmacy in Little Falls, and whose name was mentioned prominently as a candidate for the vacancy on the Board of Pharmacy, has recently introduced to the trade a new form of bile bean, and samples of these were seen in the hands of the members.

### Maine Association.

The Maine Pharmaceutical Association met in eighth annual session at Portland on July 7th, 8th and 9th and transacted considerable business of interest to the pharmacists of the State. Twenty-five new members were elected and several committee reports were received. About 200 persons were in attendance. The officers elected are as follows: President, F. H.

Wilson, Brunswick; Vice-Presidents, W. A. Robinson, Auburn; W. F. Norcross, Rockland; A. M. Robinson, Jr., Bangor; Secretary, M. L. Porter, Danforth; Local Secretary, C. M. Hay, Portland; Treasurer, Walter I. Drew, Portland. It was voted that the meeting next year be held in Portland, the date to be decided by the Executive Committee. The eighth annual meeting was voted a success, the credit being due largely to the good management of the Executive Committee, composed of George W. Dorr, Waterville; C. M. Follansbee, Portland; F. H. Wilson, Brunswick; A. A. Howes, Belfast; George L. Fogg, Portland; C. A. Fowler, Bangor, and L. B. Swett, Bath.

## AMERICAN PHARMACEUTICAL ASSOCIATION.

### One-and-a-Third Fare from the East—Special Rates on Steamship Line.

The Trunk Line Association and the Central Traffic Association have made a rate of one and a third fare for the round trip to the meeting of the American Pharmaceutical Association at Lake Minnetonka, August 23d to September 6th. This rate is good on all lines. Persons who propose attending the meeting should purchase tickets to Lake Minnetonka direct, paying the full fare and securing from the agent of whom the ticket is purchased a "certificate" receipt. While at Lake Minnetonka this receipt should be presented to the secretary of the Association for his signature, and when so indorsed the ticket agent at Lake Minnetonka will furnish a return trip over the same route used in going for one-third the regular fare. The tickets will be placed on sale for three days about August 17th, and will be good, returning at any time, up to September 9th.

#### Routes from the East.

While the rate above named is good on any railroad, Caswell A. Mayo, the New York member of the Committee on Transportation, recommends that the members from the New York territory go in a body from New York City via the West Shore road at 5.45 p. m. on Saturday evening, August 21. This train will go via the Nickel Plate line, and the members residing along the route are requested to join the party. A complete circular of information will be issued shortly.

#### Steamer Route.

A number of members from the East will avail themselves of the magnificent service of the Northern Steamship Company, and will take a steamer from Buffalo direct for Duluth. A special party rate has been made on this line for single or round trip from Buffalo, through to Hotel Lafayette at Lake Minnetonka for a party of ten or more as follows: One way, \$15.30; round trip, \$24.95; state-rooms, outside, \$13.50; inside, \$10.50 for one person for round trip or for two persons one way; meals a la carte, averaging about 75 cents apiece, or about \$7.50 each way for one person. Sleeper from Duluth to Minneapolis \$1.50 per berth—

needed only on the trip out as the return is made by daylight. Fifteen staterooms (for thirty persons) have been reserved on the steamer, leaving Buffalo on August 20th. S. A. D. Sheppard, of Boston, has charge of the New England party, and can furnish any desired particulars to New England members. Secretary Caspari, of Buffalo, is looking after the members from the vicinity of Baltimore, and will shortly issue a circular giving full information as to cost, etc.

Parties desiring to take the steamer route should purchase summer excursion tickets to Niagara Falls, which can be bought at a reduced rate, and which will take them through Buffalo.

Caswell A. Mayo, 66 West Broadway, New York, member of the Committee on Transportation, would be pleased to have all those from this territory who contemplate going, whether members or not, communicate with him, so that parties may be arranged and staterooms and sleeping berths engaged.

The Chicago member of the transportation committee of the American Pharmaceutical Association, Albert E. Ebert, has succeeded in getting a one-fare rate to the coming meeting of the American Pharmaceutical Association at Lake Minnetonka, August 23d, from Chicago and return. This rate was first made by the Wisconsin Central, a road not in the Western Passenger Association. Since this rate has been announced the roads in the Association have been showing great anxiety to offer the same favor. The lines are holding out all manner of inducements to the committee in order that each of them may be recognized as the official road of the Association. Their request, however, will not be acceded to, but it will be a free and open hustle for each and all. This plan will require the issuing of a circular by each of the lines addressed to the trade throughout the country.

#### Chicago Headquarters.

Mr. Ebert is in receipt of a communication from W. S. Eden, proprietor of the Great Northern Hotel, tendering to the members of the American Pharmaceutical Association the hospitality of the big hostelry. Mr. Eden will place two parlors at the disposal of ladies and a club room will be furnished for the gentlemen. The Great Northern Hotel will therefore be known, for this occasion, as the headquarters of the American Pharmaceutical Association. The Chicago Retail Druggists' Association, a meeting of which has been called for next week, and the Chicago Apothecaries' Society, which will also meet soon, will appoint a suitable committee to look out for the comfort of the visiting members.

No information has been received as to the plans of other members of the committee, each of whom will, no doubt, issue circulars of information. The members of this committee are: Edward E. Shomph, Minneapolis, chairman; Albert E. Ebert, Chicago; W. J. M. Gordon, Cincinnati; Charles N. Ford, Denver; Joseph E. Merrison, Montreal; H. M. Whelpley, St. Louis; L. F. Chalin, New Orleans; Harry Sharp, Atlanta; S. A. D. Sheppard, Boston, and Caswell A. Mayo, New York.

#### The Yellowstone Park Excursion.

An excursion to Yellowstone Park after the adjournment is being arranged, the total cost of which, covering all expenses, will be just \$100.





### Items of Personal Interest.

The assignment of Rothschild Sons & Co., 579 Broadway, manufacturers of drug store fixtures, is reported.

J. F. Windolph, the Brooklyn druggist at No. 564 State street, has gone to Delaware, where he will enjoy a brief respite from business.

F. E. Tower, druggist, corner of Bushwick avenue and Hancock street, Brooklyn, is taking a two weeks' respite from business, and is spending his time at Cortland, N. Y.

Charles Pabst, who sold his drug store at No. 593 Bushwick avenue, Brooklyn, a short time ago, has just started a new store at the corner of Glenmore avenue and Chestnut street.

Milton F. Schaacks, of Lebanon, Pa., who has recently taken the degree of Ph. D. at the University of Strassburg, Germany, passed through this city recently, en route to his old home in Lebanon.

A new drug store was opened about a month ago at the corner of Third street and Second avenue, New York city. It will be known as Millerette's pharmacy, that being the name of the owner.

Emil Wendel, druggist, and a junior student at the New York College of Pharmacy, during the session of 1895-96, died suddenly on Friday, July 2d, at his home in Middle Village, N. Y. He was about 21 years of age.

Edgar Wigren, druggist at No. 188 Jersey street, New Brighton, S. I., has just purchased the drug store of George Zahner, deceased, on Avenue D, between Twenty-second and Twenty-third streets, Bayonne, N. J.

Louis F. Roediger, druggist at No. 63 Division street, New York city, has gone to a summer resort near Calicoon, Sullivan county, N. Y., with his wife and children, he to remain about a week and his family for the balance of the summer.

Eugene Cory Webb, N. Y. C. P., '93, has accepted a position as clerk in the pharmacy of which he was formerly a part owner, and which is now owned by J. G. Diaz, at the corner of Eighty-seventh street and Lexington avenue.

W. J. Campbell, pharmacist at No. 241 Hoyt street, Brooklyn, has gone for a two weeks' vacation trip to Monticello, N. Y., where his family is spending the summer. During his absence, his head clerk, C. Vandersand, will manage the store.

J. B. Lawrence, lately the first clerk at Priest's pharmacy, which position he was obliged to resign in order to undergo an operation, has accepted a position in a similar capacity at C. Regnault's pharmacy, at No. 232 Eighth avenue, New York city.

C. E. Koechling, who purchased the drug store at No. 192 Montauk avenue, Brooklyn, a short time ago, from Rudolph C. Werner, died from an attack of appendicitis. He was 54 years of age. Mr. Werner has bought back the store from the estate.

J. J. Williams, druggist at No. 120 Myrtle avenue, Brooklyn, has gone to Sullivan county with his wife and family, he to remain a week and his family for the summer. During his absence the head clerk, Mr. Zimmermann, will have charge of the store.

Isidor Springer, of the firm of I. Springer & Co., 621 Broadway, New York, arrived home from Europe by the Fuerst Bismarck, July 16th, after a three months' visit to Europe. He has made a large purchase of perfume atomizers for the fall trade, and also a line of salve and puff boxes.

W. T. Huggins, for the past year one of the prescriptionists at Hegeman's pharmacy at No. 196 Broadway, from which position he resigned on the first of July, has accepted a clerkship with F. W. Foucar, druggist at the corner of Eighty-sixth street and Lexington avenue, New York city.

John F. Dozier, for a number of years the head clerk at J. G. Wischert's pharmacy, No. 1076 Bedford avenue, resigned his position some time ago, in order to engage in the printing business. He has established a printing office at No. 1072 Bedford avenue, Brooklyn.

Benjamin F. Taub, the manager of the Myrtle Avenue Drug Company, at the corner of Duffield street and Myrtle avenue, Brooklyn, will spend four weeks at the Mountain Inn, Pine Hill, in the Catskills, and during his absence the store will be under the management of Dr. Charles Pfister.

Gustav H. Barthen, a graduate of the last class at the New York College of Pharmacy, and lately in the employ of G. H. Koch, druggist at the corner of 133d street and Eighth avenue, has accepted a position with Geety & James, pharmacists at the corner of 113th street and Eighth avenue, New York city.

George Decker, formerly in the employ of Martin J. Heldt, druggist at No. 287 Delancey street, New York city, and more recently at F. J. Tynan's pharmacy, No. 508 Court street, Brooklyn, has accepted a clerkship at Max Gebauer's pharmacy, corner of Twenty-fourth street and Second avenue, this city.

Robert E. Milligan, N. Y. C. P., '89, owner of the drug store at No. 60 Fulton street, New York city, has accepted the position as chemist of the Continental Filter Company, of No. 44 Wall street, and will devote most of his time to the interests of said company, while his brother will manage his drug business.

Charles B. Tiernan, N. Y. C. P., '93, has lately come into possession of the drug store in Masonic Hall, Roselle, N. J., which his father has conducted for the past twenty-seven years. His father will retire, owing to impaired health. Mr. Tiernan, Jr., is also a student of medicine at the College of Physicians and Surgeons.

Theodore Kaiser, N. Y. C. P., '97, formerly in the employ of A. Edlich, druggist, corner of Fifty-first street and First avenue, and more recently at Ferdinand Freund's pharmacy, No. 1418 Fifth avenue, has accepted a position with Arthur J. Heinemann, druggist at the corner of Water and Wall streets, New York city.

The friends of Charles Miller, N. Y. C. P., '94, druggist at Fleischmann's, in the Catskills, will no doubt be grieved to learn that he has been afflicted with an attack of paralysis of the lower limbs, making them useless. He is obliged to ride about his store in a small wagon. It is to be hoped that the malady will not be permanent.

Mr. Denninger, formerly at Richard Hudnut's pharmacy, No. 925 Broadway, New York city, and more recently the head clerk at Hetherington's drug store at the corner of Forty-second street and Park avenue, is now the manager of George P. Lehritter's branch pharmacy at Bay Shore, L. I., where he has succeeded John Benjamin Pyne.

William Timken, formerly of the export department at McKesson & Robbins, sailed for Europe on Tuesday, July 6, on the steamer Havel, of the North German Lloyd Line. Mr. Timken goes first to Bremen, where he has some business interests that demand his attention, and then he will travel through Germany, France and England. He expects to be abroad about three months.

George R. Banitch, formerly in the employ of E. J. Sultan, druggist at the corner of Twenty-third street and Third avenue, New York city, and more recently clerking at H. Busch's pharmacy, No. 487 Manhattan avenue, Brooklyn, which latter position he resigned about a week ago, has accepted a position at F. O. Lindsley & Co.'s pharmacy, at Arverne-by-the-Sea, L. I., for the summer.

Alfred G. Yeomans, of the retail drug firm of Reid & Yeomans, at the corner of Union street and Sixth avenue, Brooklyn, is spending a vacation of a month's duration at his former home, Montreal, Canada, where his wife and child are now sojourning. Mr. Hutton, the head clerk, will manage the store during Mr. Yeomans' absence, as Mr. Reid, his partner, has charge of their branch store.

Louis Lotz, N. Y. C. P., '96, manager of Frees & Co.'s pharmacy at the corner of Thirty-eighth street and Third avenue, New York city, spent the two weeks, from July 10th to July 24th, at Hurleyville, Sullivan county, N. Y. He was accompanied by his brother, Charles A. Lotz, and his cousin, Edward G. Stellar, the latter two young men being in the wholesale drug business with McKesson & Robbins.

Charles Weisz, of the buying department at McKesson & Robbins, spent the two middle weeks of July by taking a vacation drive with his family through some of the New England States. He drove during the cooler part of the day and remained over night at such places as suited his fancy, and in this manner he covered about 200 miles during his trip and saw many of the important New England towns.

Dr. James A. McLochlin, owner of Sands drug store, corner of Tenth street and Avenue C, died on Friday, July 16th, at his summer cottage in Saratoga Springs, aged 48 years, from Bright's disease. His residence in this city was at No. 157 West Twenty-first street. He was for a number of years a police surgeon. A widow and two daughters survive him. The burial will take place in Saratoga Springs.

M. N. Kline, of Smith, Kline & French Co., will sail from New York, accompanied by his wife, on July 23th, for a two months' tour in Europe. The first visit will be made to the annual meeting of the Pharmaceutical Association, which is to be held in Glasgow in August; after this, he will visit Ireland and England, and, if time will allow after that, will take a short trip over the continent.

Mr. Heinemann, for the past two years the head clerk at Doherr's pharmacy, No. 248 Ninth avenue, New York city, has resigned his clerkship, as he has just purchased a drug store, corner of Wall and Water streets, New York city. He will be succeeded at Doherr's pharmacy by Abraham Leuschner, who was for the past ten years the head man at Thomas Latham's drug store, corner of Seventy-fifth street and Third avenue, this city.

It would seem as if the drug-clerk market is overstocked at present, and a number of retail clerks have taken positions in other lines. We have already recorded one as having opened a printing office, another has started an ice-cream saloon on the Boulevard, while a third, who was a junior at the New York College of Pharmacy last winter, is a conductor on the Broadway cable cars, and still another junior of last year has become an artist, serving liquid refreshments at one of the Coney Island hotels.

Bernard G. Kraft, the druggist at the corner of 125th street and Lenox avenue, New York city, who was in camp at Peekskill, N. Y., with the Seventy-first Regiment, of which he is the hospital steward, was summoned home on Monday morning, July 6th, owing to the sudden death of his brother, George Kraft, who was found dead in the arcaway of his residence, on 167th street. The deceased was a drug clerk in the employ of his brother, and it is supposed that he was suffering from the heat and arose to open a window, while another theory is that, to escape the heat, he went on the roof to sleep and fell where he was found.

### THE ALUMNI OUTINGS.

The New York Alumni Association will this year make a journey to Witzel's Island on September 8th. The committee in charge has divided the work up, giving the transportation and press matters to Mr. Kirk, tickets to Mr. Erb, invitations to Dr. Gies, prizes to Messrs. Mandeville and Koch, dinner, music, grounds, etc., to Mr. Stover, and leaving Sergeant Davies to look after the games. The sergeant has been practicing up on Gymkahn games of all sorts, and expects to introduce many novel features. Tickets, including a moonlight excursion, admission to the ground, dancing pavilion, etc., can be obtained from the treasurer, Charles S. Erb, 21 Amsterdam avenue. The price of the tickets has been fixed at 75 cents.

### Trouble for the E. L. Patch Co.

The trade was surprised to learn that an attachment had been levied by Kuehn & Luebbers on the stock of the E. L. Patch Co., of Boston, carried at their New York office, 133 William street.

Kuehn & Luebbers, who have brought the suit, are the New York agents for the E. L. Patch Co.

#### STATEMENT OF THE E. L. PATCH CO.

The E. L. Patch Co., in response to a request for information, furnished the following: "At this stage of the proceedings we feel it would be both wise and just for our friends to have as little to say as possible. We tendered the gentlemen a check in full to May 1st, which was declined. We tendered another covering April commissions only, and another covering May to June 1st. Without proving any error in accounts they chose to take the course they have, of which we were uninformed. Whatever is right and proper to do we are prepared to do when occasion offers."

They have also sent out the following letter to some members of the trade:

Rumors of a suit and attachment brought against us by our selling agents in New York, Messrs. Kuehn and Luebbers, may have come to your notice.

As appears by our books, we are indebted to them only in a very trifling amount, which we are ready to pay whenever the account is adjusted.

We do not know the nature of their claim, but believe it to be entirely without foundation and one we cannot recognize. They have apprised us neither of its nature nor of the existence of the suit, but we shall at once investigate the matter, and, should their demand be a just one, it will be paid; otherwise we shall contest it.

We write this so that there may arise no misapprehension of our position.

### Col. Fitch Succeeds Mr. Clay.

John Clay, formerly manager of the New York branch of Parke, Davis & Co., has resigned, owing to ill-health, and is succeeded by Col. E. W. Fitch, who was at the head of an important department in the home office in Detroit. Col. Fitch took charge of the Eastern branch on the 7th instant, and has since been familiarizing himself with his new surroundings. He takes a deep interest in the affairs of the firm, and has already established close relations with the trade of the vicinity. During the convention of the State association at Manhattan Beach he was frequently to be seen in conversation with the leading members and directing the conduct of his subordinates in attendance.

### Henry Lyman Dead.

Henry Lyman, senior partner of the firm of Lyman, Sons & Co., wholesale druggists, of Montreal, died in that city on July 19th at the age of 84. Mr. Lyman had for years been a leading citizen of Montreal, and has taken an active part in various commercial affairs in that city.

### The Governor Vetoed the Pharmacy Amendment.

PHILADELPHIA, July 23.—Governor Hastings on July 21st cast gloom into the ranks of the druggists of this State by vetoing House bill 303, which was known

as the Pharmacy bill. There was a great fight made by the registered druggists to get this bill through the House and Senate, and for once the framers and backers were successful in downing the opposition, led by the physicians. The Governor, however, landed the knock-out blow, and there is no hope for legislation for the druggists for two years.

### WESTERN NEW YORK.

#### Better Business in Buffalo.

BUFFALO, July 20.—Retail druggists of Buffalo are reporting a decidedly better business as the summer season advances. Not only is this true of the general trade, but the soda water business has been far beyond anything of the sort for many years. June was cool, but July has more than made up for everything. It is felt that the improvement in all branches of trade has helped the druggists quite materially.

#### Dr. Pierce's Yacht Blows Up.

The naphtha yacht belonging to Dr. V. Mott Pierce and Dr. Lee H. Smith, of Pierce's World Medical Institute, was destroyed this week by an explosion that nearly killed the engineer, who happened to be in the boathouse at the time, but who does not appear to have been doing anything to cause the explosion. Some years ago a similar explosion occurred in the Black Rock boathouse district, which caused the loss of several lives. This accident will increase the already bad repute of naphtha boats.

#### President Smither's Re-election.

The re-election of President Smither by the State Pharmaceutical Association will be well received by the Buffalo Druggists. One of them said on hearing of the action of the association that the association ought to keep him in the office during his natural life, especially on account of the good work he did last winter in securing the amendment of the excise law. He never takes up a question without going to the bottom of it.

#### News Notes.

W. B. Hoff has sold his Grant street drug store to C. Delmont Ross, who was formerly drug clerk in the wholesale grocery of Faxon, Williams & Faxon. Mr. Hoff still owns a drug store on Chenango street.

The will of Mrs. Annie Powell, who died last month, distributes \$78,000 among her children and grandchildren. She was the widow of William Powell, the founder of the wholesale drug house of Powell & Plimpton, now Plimpton, Cowan & Co.

Peuchen & Co., manufacturers of acetic acid at Toronto, are moving to North Tonawanda, where they have taken a long lease of the unused plant built by Armitage, Herschell & Co. for another concern. The firm is an old and well-established one, and is reckoned a great acquisition. It is rated at \$40,000. It is expected that business will be in operation in a small way by the 1st of August.

Ithaca went wild on July 5th celebrating Independence Day and the victories of the Cornell crew in the intercollegiate races at Poughkeepsie. The citizens of that enterprising town organized committees to supervise the celebration, and the chairman of the committee, Judson B. Todd, is well and favorably known in the drug trade throughout the State on account of the excellent service which he has rendered as secretary of the State Association.

### MASSACHUSETTS.

#### The Paint Trade Alcohol License.

BOSTON, July 20.—The Boston Board of Police and its clerks had their work increased by the last Legislature, which passed a law allowing dealers in paints and chemicals to sell pure alcohol for mechanical, manufacturing or chemical purposes. The Commissioners have granted twenty-two licenses. In nearly every instance the licenses have been granted to wholesalers, and the Board in issuing them has taken special care in ascertaining that the applicant really does carry on a business in either paints or chemicals.

The fee for these licenses is \$1 per year, and the money, like that of all other licenses, is turned into the city treasury. Under the law, each dealer who gets one of these new licenses has to keep a book in which is entered at the time of every sale of alcohol, the date, the name and residence of the purchaser, the quantity and price of the alcohol sold and the purpose for which it is to be used. This book is open for the inspection of the police at any time, the same as the books of the druggists, the pawnbrokers, etc., and any person found violating the law relative to the new act, not only is liable to lose his license, but is also likely to be prosecuted in court. The licenses already issued will remain in force until May 1st, when they will have to be renewed. Those to whom licenses are issued, contrary to the usual custom, do not have to furnish bonds.

#### Boston and Vicinity.

Messrs. Gardner & Perry, of Dorchester, open their new drug store at the corner of Norfolk and Corbet streets.

The members of the M. C. P. Club, of Boston, enjoyed their annual outing at Nantasket Beach one afternoon last week.

Postmaster L. W. Bower, of Easthampton, has sold his interest in the Bay State Chemical Company to his partner, T. F. Kelly, who will carry on the business.

Charles W. Freeman, the widely-known and popular pharmacist, of 464 Broadway, Chelsea, having made extensive alterations and additions to his handsome store, gave a grand opening July 1st.

Arthur Taylor, a son of Joel V. Taylor, and a registered pharmacist, has bought a half-interest in the drug store of Joseph H. Emery, corner of Summer and Shepard streets, Lynn. The name of the firm will be Emery & Taylor.

Miss Alice May Puffer, daughter of Alvan D. Puffer, the soda fountain manufacturer, was united in marriage to Joseph C. Strittmatu, a prosperous merchant of the City of Mexico, on the evening of July 14th. The ceremony was a social event of the season in Medford.

S. A. D. Sheppard, the well-known Boston pharmacist, is making up a party to visit Lake Minnetonka, Minn., on the occasion of the annual meeting of the American Pharmaceutical Association. The party already numbers about one dozen, and will make the trip by steamer over the lakes from Buffalo to Duluth. The party numbers several members of the Board of Pharmacy and Prof. LaPierre, of the College of Pharmacy. The members are looking forward to a delightful outing.

Frank L. Wiswall, Ph. D., has opened a new drug store at 13 Pleasant street, Leominster. Mr. Wiswall is a graduate of the Boston College of Pharmacy, and although a young man, he has had wide experience in the drug business. He has for clerk Joseph Garvais, formerly of Haverhill. His new store is fitted with all the modern improvements. His store cases are of a novel design, made of quartered oak, and different from anything seen in the country. In the rear of the main store the partition is of Grecian leaded glass in variegated colors, and it lends a charming sight to the visitor. The soda fountain and numerous show cases were made especially for this store.

## PENNSYLVANIA.

## Dull Days.

PHILADELPHIA, July 20.—The customary summer dullness is now prevailing both in the wholesale and retail drug stores, and the various proprietors do not look for any improvement until after the summer tourists have returned. Up to July 1st the retailers were doing a good prescription trade, and, to all appearances, it looked as if business for the balance of the summer months would be good, but the sudden appearance of the hot weather caused a heavy break in the ranks of the residents of this city, and many of them are now located at the various summer resorts. In times gone by the average retail druggist practically did nothing during July, August and part of September, as the facilities for reaching customers were not of the kind that would answer the purpose. Now things have changed, and in many cases the druggist's customers leave their addresses with him, and when in need of anything they telegraph for the necessary articles. The druggists who are in the swell section of the city are the ones who are benefited by this change, as they receive many orders from their out-of-town patrons.

## News Notes.

Dr. Thomas Lee, of Woodbury, N. J., has bought out the store formerly owned by J. M. Rudolph at Tenth and Mifflin streets.

J. C. Roller, manager of the Smith, Kline & French Co., who has been away for a two weeks' trip, enjoying a much-needed rest, has returned.

J. J. McFadden, who owns the drug store at Twentieth and Dickinson streets, and who has been in Europe since May 1st, is expected to be back the end of August.

Thomas D. Macphree, who conducts the store at Ninth and Vine streets, who has been enjoying a short vacation in Nova Scotia, has returned, greatly benefited by his trip.

J. T. White, who recently sold his store at Franklin street and Columbia avenue, has been elected President and General Manager of a druggists' specialty manufacturing company.

E. R. Gatchel, of Tenth and Spring Garden streets, is spending a few weeks at the seashore. He is accompanied by his boy, who has been ill for some time and it is hoped that the change will benefit both.

J. F. Grotevent has become the owner of the store at Broad and Erie avenues. This is considered an ideal location, as it is on the forks of Erie avenue, Broad street and Germantown avenue, and for many years was conducted by B. A. Hertsch.

M. Hillan, who for some time conducted the store at Thirteenth and Market streets which was destroyed by fire several months ago, has secured the building on Broad street below Walnut, where he has opened one of the finest stores in that section of the State.

The Smith, Kline & French Co. are not only enlarging their quarters on Arch street below Fifth, but are also increasing their force, and a few days ago they engaged James Prichard, of Tyrone, to represent the house in the western part of the State. Mr. Prichard is well known not only in the drug trade, but in the political world as well, as he is a State Representative, and did good work for his country at the last meeting of the Legislature.

Dr. C. W. Frowert, who for a long time conducted the store at Twelfth and Vine streets, has been elected President and General Manager of the Universal Food Preservative Co. This is a new concern for the preservation of all kinds of fruit juices and other various articles that are liable to spoil. It is said that there is a great future in store for this, and a large amount of money has been offered on the patented carbonated liquids. Every week, on Mondays, Wednesdays and Fridays, there are demonstrations on how to preserve food and other articles.

## OHIO.

CINCINNATI, Ohio, July 20.—About 250 applications have been received for catalogues of the Cincinnati College of Pharmacy for the season of 1898. This institution is now enjoying one of the greatest booms in its history. The recent celebration of the silver anniversary of the college was a success in every way and a spirit of good-fellowship was created among the friends and well-wishers of the college. The following were the graduates at the twenty-fifth commencement:

Marcella Leona Feth, Marie Kusnick, Mary A. Curley, Louisa C. Winters, Sarah M. Martin, Adolphus William Foertmeyer, Floyd C. Crider, Charles Marin Eger, Elmer C. Showers, William T. Ford, George V. Losh, Charles A. Roberts, Charles Andrew Langdale, Isadore Blumenthal, John Bernhard Alich, Harry L. Askew, Albert George Feth, Joseph F. Gast, Christian Schmidt, Lewis F. Reinert, Fred W. Weissman, Otto W. Makepeace, William M. Fulton, Briggs C. Jones and Shirley N. Robey.

## Faculty for the Next Session.

For the next term the faculty of the college will be as follows: Professor of Theoretical and Analytical Chemistry, Charles T. P. Fennel, Ph. G., Ph. D.; Professor of Theory and Practice of Pharmacy, Julius H. Eichberg, Ph. G. M. D.; Professor of Botany, Adolph Leue, A. M. Ph. D.; Professor of Microscopy, Otis L. Cameron, M. D.; Professor of Materia Medica and Toxicology, Louis W. Sauer, Ph. G.; Professor of Physic, George B. Twitchell, M. D.; Assistant to the Chair of Chemistry, Charles A. Apmeyer, Ph. G.; Assistant to the Chair of Pharmacy, Hamilton C. Ulen, Ph. G. The college building is to be re-fitted and renovated, and special inducements will be held out to students in pharmacy.

## A Prominent Druggist Arrested.

An interesting event of the past fortnight was the arrest of Robert H. Weatherhead, the well-known pharmacist, at the southwest corner of Sixth and Vine streets, and Ed. Gray, of the northeast corner of Fifth and Main streets, by the post-office authorities. It is claimed that these two gentlemen have been sending circulars through the mails contrary to the postal laws. The circulars in question advertise a brand of pills used for regulating female troubles. Any one who knows either of the druggists named would hesitate to believe that they would knowingly violate the postal or any other laws. Both men stand high in drug circles, and it is hoped that they get out of their present trouble with as little annoyance as possible. They may be technically guilty, and it is hoped that Uncle Sam's authorities will deal as leniently with them as is consistent.

## Heard on the Street.

George Kylius is taking his annual vacation.

Dr. L. W. Sauer was a delegate to the Toledo convention.

Louis Kusnick is doing well in his cigar store in Sixth street.

Dr. John F. Haynes has returned to duty with Schieffelin & Co., of New York.

Harry Streithorst has resigned his position at Weatherhead's and gone into the insurance business.

Dr. J. W. Prendergast, the fugitive health officer of this city, is said to be living in Toronto, Canada.

Ex-Assistant Dairy and Food Commissioner Gus Luebbing is doing well in the commission business.

## CLEVELAND.

## Must Wholesale Druggists Pay the Dow Liquor Tax?

CLEVELAND, July 18.—Quite a rumpus has been stirred up among the county officials of Cuyahoga County by the discovery that the wholesale druggists of Ohio are not paying the Dow tax on spirituous liquors. Indeed, the wholesalers are taking no pains to conceal this state of affairs, and are apparently confident that they cannot be made to pay the tax.

It has developed, however, that they paid the tax in 1896 without a protest, and this may have a bearing on the case unsatisfactory to the druggists.

## Druggists Act Together for Once.

The rumpus was stirred up by County Auditor Akins, who, in making his usual collections, met with refusal on the part of the druggists to comply with the law. This caused him to make an investigation, and he found that concerted action had been taken by this class of druggists throughout the State. The attention of the auditor was first called to the matter by the refusal of Strong, Cobb & Co. and the Benton Myers Co. to pay the tax. Explanations were demanded, and the druggists set forth the plea that they had been advised by their attorneys not to pay, as it was an unnecessary procedure. Mr. Akins was sorely troubled about the matter and wrote to the Attorney-General concerning it. The latter sent back an exhaustive opinion on the subject, the purport of which was to the effect that if a wholesaler sold liquor of this character to 100 persons, 99 of whom used it for medicinal purposes, and the hundredth as a beverage, the wholesaler would be compelled to pay the tax. The amount called for in the tax duplicate, covering this specification, is \$350 per year.

In speaking of the matter to the AMERICAN DRUGGIST correspondent, Auditor Akins said: "The Dow law does not fit druggists, wholesale and retail. If a druggist sells any liquor for purposes outside of those allowed in the law, he is supposed to pay \$350 per year to the county. There are a great many druggists who do sell liquors for the same use as a saloonkeeper, yet they do not pay the tax. This, of course, means that such druggists are evading the law. The Dow law at present is unfair to the druggists, as some of them do not sell enough liquor for beverage purposes to pay for the tax, and for that reason look upon the law as a dead letter. I intend advocating the passage of a bill which will allow the druggists the privilege of selling spirituous liquor without paying the abnormal fee of \$350, and at the same time will provide a tax of \$50, which, I feel sure, the druggists will not object to pay. The druggists ought not to be classed with the saloonkeepers, anyway."

Representatives of the two wholesale drug firms mentioned, when interviewed on the subject, said they felt confident that they would not have to pay the tax and were not worrying about the matter.

## State Board Examination.

Dr. George W. Voss, representing the Ohio Board of Pharmacy, held a special examination of candidates for pharmacist and assistant pharmacist last Tuesday. The examination was held in the parlors of the Forest City House. There



were twenty-five candidates in the pharmacist class and seventeen applicants who desired to be assistant pharmacists. Dr. Voss examined the candidates in materia medica, pharmacy, botany, chemistry, doses and antidotes, prescription work and identification of specimens. The examination was concluded on Tuesday evening. The board will meet in Columbus some time next week, when they will pass on the examinations.

## MISSOURI.

### Registered in Missouri.

The Missouri Board of Pharmacy held a regular meeting at Sedalia on Monday, July 12th. This was the first meeting since the appointment of Mr. Brandenberger, so the Board proceeded to reorganize and elected officers as follows: President, A. T. Fleischmann; vice-president, A. Brandenberger; secretary, F. W. Sennawald.

Upon examination the following candidates were granted certificates:

A. J. Smith, Boonville; C. E. Thomas, Utica; F. B. Packwood, Maryville; A. A. Roberts, Canton; C. D. McKown, Johnstown; F. T. Clay, Butler; J. E. White, St. Joseph; W. A. Scraggs, Lamonte; F. R. Hogan, St. Louis; W. C. Schoemaker, F. L. Kost, Joplin; C. McRoberts, G. McRoberts, Mound City; J. B. Stowers, Ozark; F. R. Kerr, Eldorado Springs; R. A. Dunlap, Miami; O. F. G. Meyer, L. C. Meyers, Sedalia; C. G. Meyers, Jamestown; D. P. Goodwin, Odessa; A. L. Allie, F. J. Redman, Greenridge; T. Blakemore, Fayette; W. E. Taylor, G. L. Moter, R. H. Lee, and F. Herbert, Kansas City; H. Russell, Ulrich; J. H. Hardin, Moberly; J. C. Howell, Hannibal; S. W. Morgan, Lawrence; J. Mathias, Rosedale, Kan.

The Board decided to hold their summer meeting on the second Monday in June instead of July.

### Chicago Druggists.

G. A. Hops will continue the drug business at Saybrook, Ill., formerly conducted by M. J. Ruggles.

Montrose W. Rankin, formerly in the employ of William Bodemann, has opened a store at Thirty-sixth and State streets.

P. B. Fitzgerald, of Morrisson, Plummer & Co., has been appointed by Mayor Harrison as one of the Chicago committeemen to represent Chicago at the Nashville Exposition.

R. B. Dickson has accepted a position with J. A. Johnston, 1049 West Madison street. He was with the J. N. Hurty Pharmacy Company, of Indianapolis, and comes to Chicago with good recommends.

Manley's pharmacy, in the Tremont House, has an attractive window display of violets, advertising the breath perfume of that name. The drappings are violet color, and one of the signs bears the motto: "There are violets inside you." This store has lately been refitted, and is now one of the best in the city.

A. C. Musselwhite has moved both of his stores out of the Sherman House on account of changes which are being made in the building. The store at 50 Clark street has been moved to 111 Clark street and the store on the Randolph street side of the building has been moved to 368 State street. This still leaves Mr. Musselwhite the proprietor of more drug stores than any other man in Chicago. He has four in all.

O. T. Eastman, Secretary and Treasurer of the Searle & Bereth Co., leaves August 1st and will join his family at the seashore on the coast of Massachusetts, where he will spend two weeks, after which he will return to the city by the lake and work out the schemes that have originated in his fertile brain while bathing and fishing at his Eastern home.



## AMONG THE TRAVELING SALESMEN.



JAS. H. ROGERS,

New York City Salesman for Johnson & Johnson.

One of the most active figures at the Manhattan Beach meeting of the New York State Pharmaceutical Association was that of James H. Rogers, the popular metropolitan salesman of Johnson & Johnson. Mr. Rogers was "born and bred" in the drug business, his father having opened a drug store at 193 Spring street in 1820 and another at 281 Bleeker street in 1832. These stores were later conducted by the firm of A. Rogers' Sons. James H. Rogers was a member of the class of '83, N. Y. C. P., but did not come up for graduation because of ill health, which made it necessary for him to leave the city. In 1885 he established himself in the retail business under his own name at 108 Third

avenue, but was forced to sell out about three years later on account of ill health. He then engaged in business with his brother at Geneseo, N. Y., as A. H. Rogers & Co. About 1891 he began selling goods for Grosvenor & Richards, covering the metropolitan district. When Johnson & Johnson entered the field, James H. Rogers and Dr. Edmonson were the first salesmen they employed, and this makes Mr. Rogers now the dean of the corps, since Dr. Edmonson has gone to applying plasters instead of selling them. Mr. Rogers now confines his attentions almost wholly to Manhattan Island, where his modest worth is thoroughly appreciated.

E. B. Maybee, formerly with the Meyer Bros. Drug Co., has been employed by the Moffit-West Drug Co., and will represent that St. Louis firm in northwestern Missouri.

W. H. Hornbrook, one of the hustling representatives of the Moffit-West Drug Co., has been called to his home, Princeton, Ind., on account of the serious illness of his mother.

F. R. Sharlach, the popular and competent knight of the grip, who looks after the interests of the J. S. Merrell Drug Co. in central Missouri, has been spending a few days at headquarters.

George Conley, one of J. S. Merrell Drug Co.'s jovial salesmen, blew into St. Louis on the 17th inst., to see how everything was getting along at headquarters and what effect the big orders he has been sending in had upon the firm.

Nathaniel Carr, who is representing the J. S. Merrell Drug Co. in Illinois, recently visited the house. He reports business booming in his territory.

W. H. Slemmer, of the J. Elwood Lee Co., of Conshohocken, is working up a good trade in this city.

PHILADELPHIA. Benjamin Levy, of the Ritter Conserve Co. of this city, has returned from a successful trip through the State.

D. E. Bransome, of the well-known firm of Johnson & Johnson, and who was one of the shining lights at the recent annual meeting of the Pennsylvania Pharmaceutical Association, which was held at the Delaware Water Gap, is now making a tour of the State and is meeting with considerable success.

Fred Kilner, of the Brunswick Pharmacal Co., is advertising the wares and products of his house in this city and has established a good trade.

W. E. Kline, who owns the drug stores at Fifteenth and Jackson streets, has decided that single blessedness is not good for a man, and he has been looking for a partner for some time. He has at last secured the proper one, and was married a few weeks ago.



## Review of the Wholesale Drug Market.

NEW YORK, JULY 25, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid on retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

AS the month draws to a close, the prospects of a revival of business grow more encouraging. Some unevenness in the demand is still apparent, and there seems to be no disposition on the part of buyers to operate in full lines of the various staple articles. A hopeful feeling prevails, however, and it is confidently anticipated that with the uncertainty and delay in tariff legislation removed, an improvement in the general situation will follow. There has been a slight increase in the number of jobbing orders, but in the absence of speculative interest and a disposition to handle quantities by those who are regarded as large buyers, the general market presents a quiet appearance. About the usual number of price changes have transpired, with probably in most instances the advantage in favor of buyers.

### DRUGS.

*Alcohol* is maintained steadily at \$2.29 to \$2.31, with the usual rebate from trust producers. *Wood* is meeting with about the usual demand with sales at 65c. to 70c.

*Balsam Copaiba* is steady and in request at the range of 37½ to 40c. for Central American; *Para* is held at 45 to 47½c.

*Balsam Fir*, Canada, is generally quoted at \$1.70 to \$1.75, but no large sales have come to the surface.

*Balsam Peru* is steady and in request at the quoted range of \$1.90 to \$2.

*Balsam Tolu* is steady and in request with 52c. now named as the inside price; sales at 52 to 55c.

*Buchu Leaves*, short, are offered without any show of reserve at the previous range, or say, 9 to 11c., but the demand continues limited.

*Cantharides* have moved out in fair-sized parcels, the sales being at the range of 33 to 35c. for Chinese and 50 to 55c. for Russian.

*Cod Liver Oil* is neglected, and only small jobbing sales are passing, with the transactions at \$22 to \$26 for prime Norwegian, as to quantity, and 75c. to \$1 for Newfoundland.

*Cuttle Bone*, Trieste, is meeting with fair attention from consumers, the sales being at the range of 8½ to 9½c.

*Cassia Buds* continue firm and scarce, and we hear of no sales under 25c., with 25 to 26c. the range.

*Guarana* has sold fairly in the interval, 40c. being named as the lowest quotation for quantities.

*Juniper Berries* are held with some show of firmness at our prices; a sale of 50 bags is reported at 2½c.

*Menthol* continues weak and irregular, with Japanese quoted \$1.70 to \$1.80, with a few sales reported at the inside figure.

*Morphine* prices are well sustained by the manufacturers, and the demand is good at \$1.70 to \$1.80 for bulk.

*Opium* has further appreciated to the extent of say 5c., and the tone of the market is firm, with several sales of case lots reported. The present position of the article is referred to the new rate of duty in the Dingley Tariff bill, which is expected to advance prices. For natural, sales have been made at \$2.35 to \$2.40, and ordinary jobbing, \$2.40 to \$2.45. Powdered has advanced correspondingly and is now quoted at \$3.15 to \$3.35.

*Quinine* is without marked feature of interest, prices are firmly maintained by the manufacturers, and foreign bulk does not offer below 18c. Manufacturers are taking orders in a reserved way, and deliveries on old contracts are not being expedited. We quote the range at 17 to 19c. for domestic bulk and 15 to 18c. for foreign.

*Senna*, Tinnivelly, has sold fairly in the interval, the current transactions being at the range of 5c. to 12c.

*Vanillin* has improved since our last, an advance of 25c. being generally asked. The range of prices is now \$2.00 to \$2.25 per ounce.

### DYESTUFFS.

Trade in the market for dyestuffs is quiet and unsatisfactory. Aniline oil and salt are higher, or say, 16 to 18c. for the former and 14½ to 15c. for the latter. Cutch is held and selling fairly at 6 to 8c. for cases. Sumac, Sicily, has made a fractional advance, due to the increased tariff duty, and \$38 is now asked.

### CHEMICALS.

The anticipated advances in salicylic and tartaric acids and cream tartar, ow-

ing to the increase of tariff duty, have failed to materialize, and buyers do not appear to be affected in any degree by the rumors of higher prices which have been so industriously circulated of late by interested parties.

*Arsenic*, white, continues firm at 5½ to 5c., the former being quoted steady for round lots on the spot.

*Chlorate Potash* has been taken more liberally during the past fortnight, and values are firmer, 9½ to 9¾c. quoted for crystals, and 9½ to 9¾c. for powdered.

*Brimstone*, crude seconds, is affected by the proposed increase of duty, and \$20.00 to \$20.25 is now asked.

*Nitrate Silver* continues weak, in view of the decline in the metal; 42½ to 43½ is quoted.

*Quicksilver* has recovered slightly from the recent decline, but prices are without marked change.

### ESSENTIAL OILS.

*Anise* has improved in value, and the tendency continues upward, with \$1.80 to \$1.85 generally asked.

*Oil Cassia* has receded a trifle, owing to pressure to realize. The stock in this market is of goodly proportions. The current transactions are at \$1.25 to \$1.50.

*Croton* is firmer, and holders do not shade \$1.10.

*Cubeb* continues selling in a jobbing way at 85 to 90c.

*Peppermint*, Western, in tins, does not improve. Holders are free to sell at \$1.05 to \$1.25, the figures quoted for New York State oil. H. G. H. held at \$1.40 to \$1.45.

*Sassafras*, natural, has sold at 35 to 36c., but the season for making this oil is over and higher prices are anticipated.

*Wintergreen*, synthetic, continues in demand and firm. The proposed increase of duty on salicylic acid may have the effect of advancing the price of synthetic wintergreen, which is methyl salicylate.

### GUMS.

*Asafetida* continues firm, and values are likely to go higher in view of a recent advance in the London market. We quote the range of 20 to 22c. for good to prime and common respectively.

*Chicle* has sold largely since our last, in anticipation of an advance, due to the tariff; 28 to 30c. is asked.

There are no other changes of interest to report in this department, with the above exceptions; the market for druggists' gums during June and July has been dull, with only a moderate jobbing business reported.

### ROOTS.

*Golden Seal* is lower, in view of the near approach of new crop, which is beginning to arrive in limited quantities; 24 to 26c. represents the views of holders.

*Ipecac* continues to reflect a firmer feeling, and a fractional advance is noted; sales at \$1.65 to \$1.75.

*Jalap* of the commoner grades is firmer, owing to scarcity, and moderate demand, and 10c. is now asked by most holders.

There has been some movement in liquorice root, and the tone of the market is firm, with 2½ to 5c. generally quoted for Alicante and ordinary Spanish. Selected Spanish is offered to arrive at from 5½ to 7c. as to quality.



# American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXI. No. 3.  
Whole No. 380.

NEW YORK AND CHICAGO, AUGUST 10, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**  
62-68 West Broadway, New York.

A. R. ELLIOTT, President.  
CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 221 Randolph Street.  
ROMAINE PIERSON, . . . . . Manager.

**SUBSCRIPTION PRICE:**  
Paid in advance direct to this office . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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## KEEP UP ON PRICES.

IT pays to keep posted on the market, to know the general tendency of prices, the crop conditions, and, in fact, everything that can be learned about prices and about those things which affect prices. The druggist should never speculate, but he should always use careful judgment in selecting the time to purchase, for he can exercise a considerable latitude in this direction if he chooses to do so and can thus take prompt advantage of any favorable turn of the market, provided that he knows of it. He will know of it if he subscribes to the AMERICAN DRUGGIST and reads our market reports regularly. The cost in time and money is small, the returns sure and relatively large. We have ample testimony to this fact from hundreds of druggists everywhere.

## THE PENNSYLVANIA BILL VETOED.

GLOOM reigns in Pennsylvania drugdom. The Governor of Pennsylvania has vetoed the Pharmacy bill. The practical nullification of the pharmacy law by the decision in the Zacchiras case has already been referred to in these columns. The pharmacists of Pennsylvania had hoped to improve affairs by the introduction of a pharmacy law, the full text of which is given in our news columns. The bill passed both houses, and the drug men were correspondingly elated, but sad to say the Governor has taken exception to the act and has vetoed it, which, at this stage of the session, means that the bill has no chance of becoming a law.

The bill as submitted to the Governor for his approval was as follows:

### AN ACT

Supplementary to an act entitled An act to regulate the practice of pharmacy and sale of poisons and to prevent adulterations in drugs and medical preparations in the State of Pennsylvania, approved the twenty-fourth day of May, Anno Domini one thousand eight hundred and eighty-seven, further regulating the practice of pharmacy, the compounding and

dispensing of prescriptions and the sale of drugs, chemicals, medicines and poisons and providing a penalty for the violation thereof:

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met, and it is hereby enacted by the authority of the same, that hereafter no person whosoever shall directly or indirectly open or carry on in the State of Pennsylvania any retail drug store or chemical store or compound or dispense medicines or prescriptions of physicians or engage in the business of selling at retail any drugs, chemicals, poisons or medicines without having obtained a certificate of competency and qualification so to do from the State Pharmaceutical Examining Board and without having been duly registered by said board. Any person who shall violate or fail to comply with the provisions of this section shall be guilty of a misdemeanor, and on conviction before any court, shall be punished by a fine not exceeding \$100; provided, however, that nothing in this act contained shall in any manner whatever be taken or construed to prohibit any practitioner of medicine from supplying to his patients such articles as he may deem proper, nor to interfere with the making and dealing in proprietary medicines, nor to prevent storekeepers from dealing in and selling the commonly-used medicines and poisons as now permitted by the sixth section of the act to which this is a supplement. And provided also, that the legal representatives of any deceased registered pharmacist may for the purpose of administration of his estate be permitted by the orphan's court of the proper county to continue the business for not exceeding one year under the management of a duly-registered pharmacist.

Section 2. The term commonly used medicines and poisons relating to storekeepers is defined as simple and harmless household remedies which can be handled with safety by the uneducated, as essence of ginger, peppermint, Hoffman's anodyne, castor oil, seed oil and drugs of like character, and to exclude all dangerous and highly-concentrated remedies, alkaloids, fluid and solid extracts and drugs, such as opium, morphine, cocaine, chloral, hydrate and drugs of like character and poisons in the same case to mean only such well-known drugs and chemicals as are used by farmers and truckers, as insecticides, as paris green, royal purple, powdered hellebore, sulphate of copper and drugs of like character.

The reasons assigned by the Governor for vetoing the measure are embodied in a message accompanying the veto which reads as follows:

The bill under discussion goes much further than either the act of 1887 or the act of 1891. It provides that hereafter no person whomsoever shall, directly or indirectly, open or carry on, in the State of Pennsylvania, any retail drug store or chemical store, or compound or dispense medicines or prescriptions of physicians, or engage in the business of selling at retail any drugs, chemicals, medicines or poisons, without having obtained a certificate of competency so to do from the State Pharmaceutical Examining Board, and without having been duly registered by said board.

Legislation of this character can be justified only by an exercise of the police power of the State. To require the compounding of prescriptions and the sale of poisons or dangerous drugs by competent persons certainly comes within this power, which has been duly exercised by the General Assembly in the passage of the acts of 1887 and 1891. To forbid the investment of capital in drugs and medicines, although the sale of the same to the public is duly protected, I believe to be beyond the power of the Legisla-

ture, and an interference with the rights of the citizen.

If it be true that this is not within the police power of the Legislature, then upon what ground can such legislation be justified? Is it not an interference with the legitimate property rights of the citizen? A duly registered and qualified pharmacist may have built up a large and lucrative business during a long and industrious life. If this bill were to become a law he could not transmit the same to his family to continue the business, unless they were qualified druggists, but his legal representative would be obliged to sell the same, and in the market at such sale the bidders would necessarily be limited to qualified druggists. The stating of this proposition makes argument unnecessary to show its unfairness.

The stand taken by the Governor of Pennsylvania is one which cannot but be viewed with dismay by pharmacists everywhere. If the restriction of the ownership of drug stores to qualified pharmacists be beyond the police powers of the legislature, there is no protection to be had from department store pharmacy. His opinion, however, is merely that of one administration, and does not carry that weight as a precedent which attaches to the decision by a court of final resort. While of paramount importance, therefore, to the pharmacists of the State of Pennsylvania at the present moment—a corporation is already opening stores in Philadelphia—the opinion of the Governor is not of so much concern to pharmaceutical jurists elsewhere as is the decision of the Supreme Court of Pennsylvania in the *Zacchiras* case that the mere exemption of the widow of itself rendered the law unconstitutional.

We have been accused of heartlessness in directing attention to the existence of the same fault in other pharmacy laws which has caused the judiciary of Pennsylvania to declare the pharmacy law of that State unconstitutional. It is true that it would be a hardship for a widow to be forced to part with a drug store which was left by her husband at forced sale, but it is also true that whatever the law might say, there is no probability that it would be so executed in this respect as to work a very great hardship to any widow. If the provision exempting widows of deceased pharmacists from the restrictions of a pharmacy law be retained, and the law be thereby nullified, the widows would then certainly be in a much worse condition than if they were compelled to sell out because the law made no exemption in their favor, for a drug store in a State where there is no pharmacy law in force is generally conceded to be relatively much less valuable than in a State where a law is in force. It is the circumstances of the case and the judgment of the courts of Pennsylvania, which are cruel, and it would be folly for the pharmacists of any State to risk having the State law declared unconstitutional by making an exception in favor of widows, however desirable such an exception is conceded to be. Given the choice of having no law with an exception in favor of widows (which is the

paradoxical condition existing in Pennsylvania), and having a law in force, in which widows of deceased pharmacists are not excepted, we think there can be no question as to the choice to be made, whether by pharmacists themselves or by the widows of pharmacists.

## TRADE TENDENCIES IN THE DRUG BUSINESS.

THE query, "must the middleman go?" has another application than that in connection with which it was first devised. The jobber has heretofore been looked upon as the "middleman" in the drug trade, but there are indications that he is beginning to feel uncomfortable in his position of middleman and proposes to treat the small dealer as the middleman who must go. The gradual but steady reduction in the number of jobbing druggists in the largest cities has been already commented on in these columns.

A leading man in the jobbing drug trade, whose place of business is located in one of the smaller cities, recently avowed his intention of opening a first-class retail store in connection with his jobbing business. When referred to the example set by Walker & Gibson, of Albany, who have but recently discontinued their retail department, the gentleman referred to said that he knew nothing of the conditions existing in Albany which might have induced Walker & Gibson to retire from the retail branch of the trade, but he did know precisely, and thought that he understood clearly, the conditions which in his own case rendered the opening of a retail department advisable.

One of the most important factors affecting the conditions existing in all lines the improvement of retail trade is in methods of locomotion effected by the electrical trolley cars. The extension of trolley lines has widened enormously the field of custom for the retail dealers of the small cities. Villages and communities lying ten miles away from the cities have been practically converted into suburbs by means of the rapid communication afforded by the trolley lines. The result has been to concentrate the trade of a largely increased population in the hands of the largest and most enterprising retailers. In this way the trolley has aided materially in the development of the department store in the smaller cities and has diverted trade from the village and suburban stores.

The jobber-retailer holds that in the same way the centrally-located drug store, the large store run in a live and aggressive manner, will profit by shoppers attracted to the city by the department store and conveyed thither by the trolley. Having the capital, the stock and the knowledge of the business, our jobber thinks that he sees an excellent opening.

When asked what his retail customers would do when he opened a retail store, the jobber replied "nothing; that is the vast majority will do nothing. I might lose the accounts of the retail stores within a radius of a quarter of a

mile of my store, but outside that distance the step would have practically no effect whatever. Unless brought into direct and immediate competition with the jobber-retailer, the retailer as a rule, is wholly unconcerned as to whether his jobber also sells at retail or not. There are sporadic protests, but there is no material loss of trade to the jobber except from the class already referred to, who, by reason of their location, come into direct competition with him for retail trade."

The same causes which have built up large and centrally located retail stores

### FUTURE OF THE RETAILER.

at the expense of small and scattered stores in other lines will, we believe, produce somewhat similar but not wholly identical results in the drug trade. The corner grocery has not disappeared under the influence of the "grocery department" and the trolley, though its volume of trade has been diminished. Just so the corner drug store will probably not wholly disappear, but the competition of the centrally located cutter or jobber-retailer will take away a small portion of his already small patronage and will prevent the multiplication of small stores if it does not drive out some of those already in business.

## THE A. P. A. MEETING.

SUCH pharmacists as can attend the approaching meeting of the American Pharmaceutical Association have in store a most enjoyable treat. The programme has been admirably arranged, all the scientific and business sessions being held in continuous succession during the first week, while all the purely social functions, save the president's reception, are postponed to the second week of the meeting. This arrangement makes it possible for the busy men of the convention to attend all the business sessions and then return home, an arrangement which will be much appreciated by several of the most valuable members of the association.

A very low rate of fare has been obtained—one fare for the round trip from Chicago and St. Louis, and one and a third fares from Eastern points, and this should lead an unusually large number of druggists to take this occasion to visit the great West. Full details as to routes, and rates to Minnetonka, and of the programme when there appear in our news columns.

All pharmacists, whether members or not, are invited to avail themselves of the special railroad rates. For any further information not given in our news columns our readers are invited to address the editor of this journal.

## Appreciated in Germany.

Allow me to express my appreciation of the excellence of the *AMERICAN DRUGGIST*, an excellence which I have never fully appreciated until taking up my residence abroad. I invariably look forward to its arrival with pleasure and read it when it comes with profit.

MILTON F. SCHAACH.

University of Strassburg, Germany.

[Written for the American Druggist.]

## LIQUOR PLUMBI

## SUBACETATIS.

By C. T. P. FENNEL, PH.G.

Cincinnati College of Pharmacy.

Lead acetate is prepared chiefly by reacting upon lead oxide, with strong pyro-ligneous acid, heat being employed to complete the chemical combination, the solution then concentrated by evaporation and finally crystallized. The resulting product is further purified by re-crystallization from water slightly acidified with acetic acid. The normal lead acetate, known to the trade as sugar of lead, on account of its sweetish taste, has the composition represented by the formula:  $\text{Pb } 2\text{C}_2\text{H}_3\text{O}_4, 3\text{H}_2\text{O} = 378.12$  M. Wgt., and, as such, official. As is well known, this salt is subject to ready disintegration when exposed to the air, and should, therefore, be kept as ordered by the Pharmacopoeia in well-stoppered bottles.

At normal temperatures the odor of acetic acid is perceptible as the result of exchange for carbonic acid gas, with the formation of carbonate. Aside from this change, lead acetate effloresces slowly, losing its water of crystallization completely at 40 degrees C. This loss may amount to 14.25 per cent, according to the following equation:

$$378.12 : 53.88 :: 100 : x \\ x = 14.25\%$$

Lead acetate being necessary for the preparation of liquor plumbi subacetatis, an aqueous solution of definite strength, it follows from the foregoing figures that the amount of lead in the acetate will be increased in proportion to the quantity of water of crystallization lost by efflorescence, and there will, consequently, be produced in time a solution of variable strength. Supposing all the water of crystallization had been lost, without other change, the increase in lead would amount to 9 per cent. The official salt, molecular weight 378.12, contains lead, molecular weight 206.4; therefore,  $378.12 : 206.4 :: 100 : x = 54.59$  per cent, while the salt, minus its water of crystallization, contains 63.65 per cent:

$$324.24 : 206.4 :: 100 : x \\ x = 63.65,$$

Therefore,

$$63.65\% - 54.59\% = 9.06\% \text{ increase.}$$

It is not probable that any one would use a salt of this kind to prepare the official solution of lead subacetate, but the fact illustrates the necessity of examining the physical condition of the salt when used in the preparing of derivatives of definite strength. On the other hand, some will claim that purity and strength are not essential, insofar as loss by water of crystallization or the presence of carbonate do not prevent the formation of subacetate of lead; that to insure strength to the finished product, standardization must be resorted to. In a measure this is true, and yet experience teaches that such haphazard methods produce results bearing no relation to pharmacopoeial quantities and that the regaining of the required equilibrium involves a greater expenditure of time and care than the acquirement of the knowledge of condition and quality at the beginning of the process. It is always good policy to work with known factors.

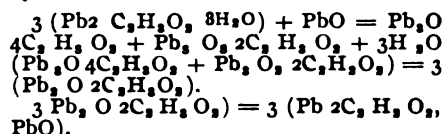
The preparation of liquor plumbi subacetatis involves chemical change, and the formation of the product is based upon the property of lead acetate to dissolve large quantities of lead oxide producing basic salts of variable composition. The composition of the resulting basic salts depends as much upon the property of the base from which they are formed as upon the replacement of hydrogen in the acid. The official solution of lead subacetate is supposed to contain about 25% of lead subacetate, having approximately the composition represented by the formula:



The pharmacopoeial process for the preparation of this solution requires solution of the acetate in practically the full amount of water, the addition of the lead oxide and boiling for half an hour, the water lost by evaporation being replenished from time to time. The manner of manipulation does not differ from the method laid down in the Pharmacopoeia of 1880, and it seems that the large quantity of water is considered essential to produce chemical change, which is, however, not borne out by experiment, especially when the lead acetate and oxide used meet the pharmacopoeial requirements of purity and strength.

Lead oxide is but slightly soluble in water, but it imparts an alkaline reaction to it and probably forms the normal hydrate,  $\text{Pb}_2\text{OH}$ , but which is unknown in the separate state, while  $\text{Pb}_2\text{OH}$ ,  $2\text{PbO}$  is known.

Lead oxide and lead acetate of required purity, when intimately mixed, will form a thin paste with infinitely less water than specified by the Pharmacopoeia; in fact, the water of crystallization is almost sufficient to effect solution. This fact is recognized in the German Pharmacopoeia in the preparation of this solution. The precise chemical change involved is a matter of controversy, but according to the U. S. P. the change is symbolized as follows:



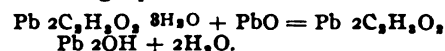
As has been already stated, the composition of the subacetate varies with the proportion of lead acetate and oxide employed. According to the preceding equation, commencing with the known factor, lead acetate  $\text{Pb}_2\text{C}_2\text{H}_3\text{O}_4, 8\text{H}_2\text{O} = 378.12$ , we find that 99.90 lead oxide are necessary for 170.0 acetate.

$$3 \times 378.12 : 3 \times 222.36 :: 170 : x \\ 1134.36 : 667.08 :: 170 : x \\ x = 99.99 \text{ lead oxide.}$$

Accordingly 24.573% lead subacetate are produced.

$$3 \times 378.12 : 3 \times 546.6 :: 170 : x \\ 1134.36 : 1639.8 :: 170 : x \\ x = 245.73 \\ 1000 : 245.73 :: 100 : x \\ x = 24.573\%$$

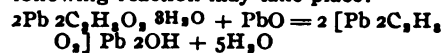
The preceding symbolized reaction has for years been accepted as the rational one, but according to Mendelejeff's Principles of Chemistry, the chemical reaction is far more probably expressed by the following equation:



Calculating from the preceding formula, we obtain the data:

$$378.12 : 222.36 :: 170 : x \\ x = 99.99 \text{ lead oxide necessary.} \\ 378.12 : 564.56 :: 170 : x \\ x = 253.82 \\ 1000 : 253.82 :: 100 : x \\ x = 25.382\% \text{ subacetate produced.}$$

According to the same authority, the following reaction may take place:



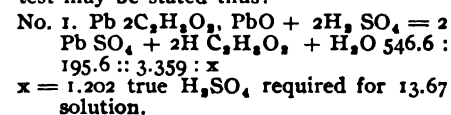
Calculating on this basis, we obtain the following figures:

$$2 \times 378.12 : 222.36 :: 170 : x \\ x = 49.98 \text{ lead oxide necessary.} \\ 2 \times 378.12 : 888.8 :: 170 : x \\ x = 199.79 \\ 1000 : 199.79 :: 100 : x \\ x = 19.979\% \text{ subacetate produced.}$$

According to the same authority, more basic conditions are possible, but these are not indicated in the preparation under consideration from the fact that their formation requires much more lead oxide than prescribed by the Pharmacopoeia. From the preceding data, it is apparent that the official solution may contain either both or a mixture of the salts depending upon the proportions of the ingredients employed and the manner of manipulation. In executing the Pharmacopoeial process, using lead oxide meeting Pharmacopoeial requirements, which limit carbonate and moisture to 2% and insoluble impurities to 1.5%, it follows from the preceding data that a solution of subacetate lead containing approximately 25% cannot be produced.

It is well known that lead carbonate remains insoluble, that an excess of lead acetate remains in solution while an excess of lead oxide forms more insoluble basic salts. The evidence is in favor of a solution of lead subacetate of the composition,  $2(\text{Pb } 2\text{C}_2\text{H}_3\text{O}_4) \text{ Pb } 2\text{OH}$ , containing about 20%. The Pharmacopoeial quantities should therefore be increased. The Pharmacopoeial physical characteristics of this solution, so far as color, odor and taste are concerned, are easily complied with. Alkalinity is not always so pronounced, and yet this is a most important detail, as shown by the possible composition. Some test should be provided. Specific gravity 1.195 at 15% is too low for the required strength. It is a noticeable fact that specific gravity and absolute weight increase or decrease rather uniformly with the percentage of lead subacetate present; specific gravity increasing irregularly by the presence of lead acetate. Specific gravity varies slightly between 1.23 and 1.25 at 15% for an approximately 25% strength of lead subacetate. Incompatibility of lead subacetate with acacia is of little value as a test for the presence or absence of lead acetate, as the presence of but a small percentage of subacetate gives positive reaction. The test for strength should be modified somewhat, as the end reaction is vitiated by the acetic acid which is formed.

The chemical reaction involved in the test may be stated thus:



$$1 \text{ Cc N. H}_2\text{SO}_4 = 0.0489,$$

$$\text{Therefore,} \\ \frac{1.202}{0.0489} = 24.573 \text{ Cc} = 24.573\%$$

No. 2.  $\text{Pb } 2\text{C}_2\text{H}_3\text{O}_2, \text{Pb } 2\text{OH} + 2\text{H}_2\text{SO}_4 = 2$   
 $\text{PbSO}_4 + 2\text{HC}_2\text{H}_3\text{O}_2 + 2\text{H}_2\text{O}$  564.56 :  
 195.6 :: 3.47 : x  
 x = 1.202 true  $\text{H}_2\text{SO}_4$  required for 13.67  
 solution.

1 Cc N.  $\text{H}_2\text{SO}_4$  = 0.0489,

Therefore,  
 $\frac{1.202}{0.0489} = 24.573 \text{ Cc} = 25.382\%$

No. 3.  $2(\text{Pb } 2\text{C}_2\text{H}_3\text{O}_2) \text{Pb } 2\text{OH} + 3\text{H}_2\text{SO}_4 =$   
 $3\text{PbSO}_4 + 4\text{HC}_2\text{H}_3\text{O}_2 + 2\text{H}_2\text{O}$   
 888.8 : 293.4 :: 2.73 : x  
 x = 0.9012 true  $\text{H}_2\text{SO}_4$  required for 13.67  
 solution.

1 Cc N.  $\text{H}_2\text{SO}_4$  = 0.0489,

Therefore,  
 $\frac{0.9012}{0.0489} = 18.43 \text{ Cc} = 19.97\%$

Accordingly we find that with 13.67 Gm. solution lead subacetate, we obtain results apparently indicating a less percentage of lead subacetate than is actually contained in the preparation.

The quantity specified by the Pharmacopoeia, namely 13.67 Gm., being such that 1 Cc. N.  $\text{H}_2\text{SO}_4$  corresponds directly to 1% of lead subacetate having the composition  $\text{Pb } 2\text{C}_2\text{H}_3\text{O}_2, \text{PbO}$ . To obtain the same adjustment for the composition designated by the formula  $\text{Pb } 2\text{C}_2\text{H}_3\text{O}_2, \text{PbOH}$  would necessitate the use of 14.12 of the solution, and in like manner composition represented by 2 ( $\text{Pb } 2\text{C}_2\text{H}_3\text{O}_2$ )  $\text{PbOH}$  would require the use of 14.82 of the solution.

The variations of quantity to be operated upon represents 13.67 Gm. and 14.82 Gm. of solution lead subacetate; equivalent to variations ranging between 92.2% and 100%. The results obtained by the process of precipitation may cause misleading deductions for the assumption of the composition of lead subacetate, as  $\text{Pb } 2\text{C}_2\text{H}_3\text{O}_2, \text{PbO}$ , is not justifiable. The test for strength should be modified to the extent of diluting the necessary quantity of solution of lead subacetate with 1 part of water and 3 parts of alcohol, using normal sulphuric acid without the use of an indicator.

## COLLECTIONS.

Quite fortunately for them, the majority of our readers conduct business on almost or quite a strictly cash basis. These need read no further. It is to the unfortunate druggists who, either by force of circumstances or by weakness of disposition, have allowed themselves to become creditors of their customers, that these lines are addressed.

In some communities the credit system is so thoroughly established that it is practically impossible for so small a dealer as the druggist generally is to hope to change the custom. Even in cash-paying neighborhoods, also, circumstances sometimes arise which render granting credit almost unavoidable. Where this is done the druggist must not neglect collections. You may not need them—but accounts, as a rule, are paid twice as quickly on an early request rather than at long time. You have probably had men say to you, "Why didn't you present this months ago?" It wasn't time he wanted, it was the accommodation for the moment, and the older an account the harder it is to pay. Then, long accounts, never make friends—on the contrary, they frequently make enemies, mix prices, fail to check up, grow to such a size that your customer goes elsewhere, pays cash—and the loss is yours all round, when with prompt collecting the customer would bid you "come again."

[Written for the American Druggist.]

## CAMP DUTY WITH THE NATIONAL GUARD.

By J. C. PATTON, PH.G.

Regimental Hospital Steward, Ninth Regiment,  
 N. G. N. Y.

WITH a shriek of fifes and a roll of drums, the Ninth Regiment, National Guard of New York, 700 strong, in fatigue uniforms and heavy marching order, left their handsome armory on Fourteenth street, New York City, at 11 o'clock on Saturday morning, July 18th, and set their faces toward Peekskill.

Six paces to the rear of the regiment marched a detachment of twelve privates and three sergeants, all of whose uniforms bore the red cross of the Hospital Corps. The sergeants were the hospital steward of the Ninth Regiment, the writer, and his first and second assistants, Otto and Charles Lowe, respectively. The latter as civilians conduct the handsome drug store at Eighty-eighth street and the Boulevard under the firm name of Lowe Bros.

Marching up Fifth avenue the regiment wheeled into Forty-second street, and at 11.30 the special train bearing the citizen soldiers steamed out for Peekskill. The first car of the train contained the officers, non-commissioned staff and the Hospital Corps. The other cars were occupied by the rank and file of the different companies. At 3 p. m., the regiment having disembarked from the train, marched into the State camp of instruction, which is beautifully situated on an elevated plateau near Peekskill, overlooking the Hudson, forty-two miles above New York. The Twenty-third Regiment stood at attention as we passed into the camp to relieve them. Each company was marched directly to the head of its company street, and the first sergeant assigned the men to their tents, each of the tents being occupied by two privates. The quartermaster sergeant of each company at once made requisition on the post-quartermaster for three blankets, one bucket, one basin and one tin cup for each member of the company. Such luxuries as sheets and towels are not supplied by the State

### HOSPITAL CORPS.

The Hospital Corps was marched under my command to the hospital tents, which lie at the head of the main street of the camp and in the most desirable portion of the plateau, known as "Luxury Row." Here I dismissed the men to their quarters, the privates of the Hospital Corps being quartered in a street of tents just as are the members of each company. At the head of this street are the four large hospital tents. The first of these is the dispensary tent, the rear portion of which is divided off to furnish sleeping quarters for the hospital stewards. Next comes the emergency hospital tent, and behind this the two hospital tents which are used for cases of longer duration. In each of these three hospital tents are six to eight comfortably fitted cots for the patients, and here all the sick, officers and men alike, are placed, no distinction being made in the treatment accorded them.

### THE DISPENSARY.

The dispensary is fitted up with wall cases and with a dispensing counter, and

contains a full stock of the most generally used drugs, chemicals, pills and tablets. In the dispensary there is also kept a very fine case of surgical instruments, including every instrument for which there is any possibility of use. After dismissing my men to their tents I reported in the dispensary to the State hospital steward, Mr. Wanier, who is on duty at the camp from Saturday to Monday of each week, keeping the stock replenished and instructing each new hospital steward in turn in the detail duties of his office. At camp I found my corps of twelve men increased by two from each of the Fifth, Tenth, Twenty-fourth and Thirty-seventh separate companies, these separate companies and the second battery forming a provisional battalion. We had settled into our quarters nicely by 5.25 p. m., when the first call for supper was sounded by the drum corps, the men falling in at the head of their respective streets. We marched down the mess hall, where over 2,000 men can be comfortably seated at one time, and where we had our first meal in camp.

### DRESS PARADE.

Marching back to our quarters after supper we prepared for dress parade, which always begins at thirty-five minutes before sunset.

The entire regiment, including all members of the Hospital Corps not actually engaged in nursing patients, turn out in full dress uniform to this ceremony, which occupies about forty minutes. As the men stand with eyes immovably fixed, one occasionally drops out from faintness, and is immediately taken in charge by the Ambulance Corps, one squad being placed in the rear of each battalion. The regulations require the soldiers to remain absolutely impassive during dress parade until the command "parade rest" is given, and when a man falls out of ranks his comrades on either side are not even permitted to so much as look at him while the Hospital Corps removes him to the rear.

At 9.30 tattoo was sounded, and at 11 the bugle sounded the sweet sad strain of "taps," after which all lights are supposed to be out and every man and officer, save those on guard duty, in his tent and asleep. It is scarcely necessary to say, however, that with some 1,200 young men, fresh from the freedom of civil life, this supposition is rather a mythical one, and it is from the infringement of the regulations regarding retirement at this hour that the "guard-house" reaps its largest quota of prisoners.

### EARLY RISING.

At 5 o'clock in the morning reveille is sounded, and every man in camp turns out fifteen minutes later for roll-call. As I tumbled out of bed half dazed with the spoiling of my customary morning nap. I could hear the hoarse shouts of the first sergeants to "fall in," and in a few moments I, too, was shouting "Fall in!" to my little company of hospital attaches. I soon learned to call out their names in gruff military style without reference to my roll-book, and for the first day or two after my return from my tour of camp duty "fall in" were the first words that occurred to me every morning as I turned over to indulge in the civilian luxury of a second nap.



## SICK CALL.

At 5.15 sick call was sounded, and a sergeant of each company brought up to the hospital tent such of his command as needed medical attention. Here in the emergency tent were gathered the three regimental surgeons and the surgeons of the separate companies. Each surgeon looked after the sick of his own command. In this duty the surgeons were assisted by four men of the Hospital Corps, who dressed wounds and rendered such other assistance as comes within the limits of their knowledge. The remaining members of the corps were, in the meanwhile, "doing police," which means that they were cleaning up their own quarters and the corps street and surroundings.

Cleanliness is a prime necessity in camp life, and as each sergeant is responsible for the appearance of his company street he inspects it very carefully before the post inspector makes his morning rounds, for if that official finds a stray match stick or a few superfluous straws the sergeant in charge of the street is severely reprimanded. As I was responsible for the condition of my street, my early training in the neatness of a first-class pharmacy stood me in good stead in inspecting the work of my men.

During "sick call" the assistant hospital stewards are on duty in the dispensary tent in readiness to fill all prescriptions sent in from the neighboring hospital tent as the result of the examination of the sick made there by the surgeons.

## THE AMBULANCE.

A squad of four men of the Hospital Corps and an orderly are constantly on duty at the emergency tent, the tour of duty lasting six hours, save when it is interrupted by drills. At 7.30 breakfast was served, and at 8.30 the entire regiment turned out for guard mount, being accompanied by a squad of four men from the Hospital Corps with the ambulance. This ceremony is a simple one, and there is seldom any need of medical attention.

At 9.30 battalion drill begins, and this means two hours of hard work for the soldiers. The entire Hospital Corps, with the exception of the regimental hospital steward, turns out at battalion drill, and the ambulance is provided with an abundance of ice and ice bags for immediate application in case of prostration from the heat. Each squad of four men of the corps have a litter, and as fast as the men drop out of the ranks they are carried to the ambulance, where the surgeon begins treatment at once, and hurries the patient to the hospital, if necessary. I remained at the dispensary, the corps going to the field in command of the first assistant steward. On one day during last season twenty-nine men succumbed to the heat during the battalion drill, and these prostrations give the greater part of the work to the Hospital Corps.

## SCHOOL OF INSTRUCTION.

Between dinner, which was served at 12.30, and 2 p. m., we had no special duties to perform, but at the latter hour we reported to the surgeon-major, whose duty it is to give instructions to the Ambulance Corps. At this hour also schools of instruction were held for the officers and the non-commissioned officers. After instruction the men were free until supper call at 5.25, and after supper the dress parade came again. This closed one day's tour of service with the Na-

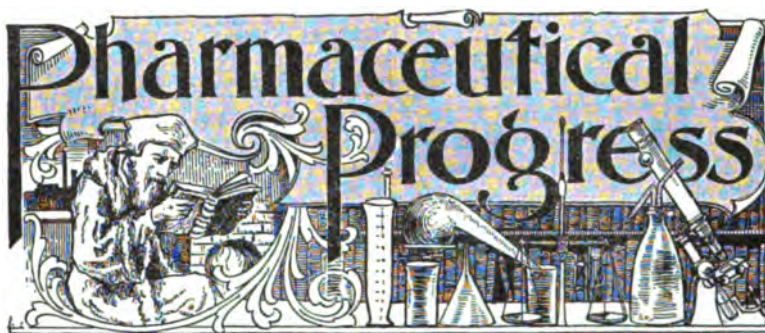
tional Guard, and in camp duty, so far as official life is concerned, each day is an exact repetition of the day outlined.

The fare furnished is excellent, ample and well cooked. The discipline is not too rigid to be wholesome, and I look back with much pleasure to the experiences of the week, though I am quite willing for two years to elapse before I shall have to again turn out in the early dawn with a gruff "Fall in."

## ORGANIZATION OF THE HOSPITAL SERVICE.

On the day we went into camp last year the new regulations concerning the Hospital Corps went into effect. Under these regulations, the Hospital Corps of the State, instead of being composed of men temporarily detailed, as formerly, now consists of the hospital stewards of regiments, battalions and squadrons, and men specially enlisted for or transferred from companies to the Hospital Corps. Twelve men are allowed for a regiment, eight for a battalion or squadron and two for each signal corps, separate troop, battery or separate company of infantry. One corporal may be warranted to each letter squad of four. Men specially enlisted for the corps can-

not be transferred to a company, except upon their own request. The senior medical officer of the company will be in charge of the corps, under the orders of his commanding officer. The medical officer in charge of the corps of the regiment, battalion or squadron provides for the members thereof in the manner an adjutant provides for the non-commissioned staff. The medical officers must instruct the corps on first aid to the injured, in the elementary principles of anatomy, physiology and hygiene, therapeutics, in the care and use of hospital and field appliances, in the modes of ordinary cooking and as litter bearers. Attendance at such instruction is compulsory. The members are examined annually as to their proficiency. At ceremonies the Hospital Corps take position six paces to the left and in continuation of the line, or six paces to the rear of their regiments or battalions. On practice or service marches they follow their organizations at a distance of six paces, under the charge of the hospital steward and medical officer. Corporals and privates of the Hospital Corps in active service carry a canteen of water and a knife and the pouches issued them.



**Eka-Iodoform** is an iodoform-like preparation, in which paraform is used. It has been placed on the market in Germany as a powerful non-irritating bactericide.

**Migrol** consists, according to its German manufacturers, of equal quantities of sodium pyrocatechuate and caffeine pyrocatechuate. It is recommended in doses of 0.5 Gm. (7.5 grs.) three times daily in migraine, headache, and in nervous affections generally.

**Delicate Reagent for Albumin.**—Dissolve 3 parts of oxyphenylsulphonic acid and 1 part of salicylsulphonic acid in 20 parts of water and add 1 drop of this to 1 Cc. of the urine under examination. If albumin be present it will be thrown down as a white translucent precipitate while peptones, propeptones, alkaloids, urates, phosphates, etc., remain unchanged.

**Anaësin.**—Dr. Vamossy, the discoverer of this local anaesthetic, has recently published additional communications upon its therapeutic use, in which he states that as a local anaesthetic, it has the same degree of activity as would be exerted by a 20 per cent solution of cocaine; but that it has a great advantage over any similar agent, in that it is absolutely harmless.

**Detection of Glycerin in Syrupy Fluids.**—Deniges adds to a small volume of the liquid 3 to 4 times its own weight of potassium bisulphate and de-

tects the acrolein vapors given off, if glycerin be present, by means of Nessler's reagent. The vapors may also be conducted into a hot mixture of 2 Cc. of a 1 to 2 per cent silver nitrate solution, 2 Cc. of ammonia, and 2 Cc. of soda solution when they will reduce the silver.

**Nutrol Condemned.**—The College of Medicine of Hamburg has issued two warnings to the public against nutrol, which had been warmly commended as a tonic and aid to digestion. The official investigation showed that the remedy consisted almost entirely of the decomposition products of starch—namely, starch syrup (glucose), dextrin and maltose. There are also present small quantities of pepsin-like bodies which dissolve albumin and also some hydrochloric acid.

**To Distinguish Boiled from Unboiled Milk.**—According to J. Carcano (*Nouv. Rcm.*, 13, p. 335), the following reaction serves to differentiate between boiled and unboiled milk: Put a few cubic centimeters of the suspected milk in a porcelain saucer, add a few drops of fairly fresh oil of turpentine, and heat slowly. Then add to the mixture an alcoholic solution of guaiac resin. Unboiled milk is colored blue. The absence of the coloration indicates unquestionably that the milk has been boiled.

**Collecting Papaw Juice.**—F. B. Kilmer recommends (*Bull. Bot. Dep. Jour. through Pharm. Jour.*) that an incision, not more than one-eighth inch deep, be



made lengthways in the green and full fruit, and the juice collected in tin pans made so as to surround the trunk of the tree. The collection should take place early in the morning, as the sun quickly dries the juice and so stops the flow. The yield is much larger just after a rain-storm or a spell of wet weather. The juice must be dried in the sun the day it is collected, after spreading out thin in the tin pans or on sheets of glass.

**Glass Weights.**—The Swiss Federal Council have just authorized the employment of glass weights. The innovation is due to M. Schmid, of Bulach, who has taken out patents in Switzerland and Germany. A special kind of glass is used for the manufacture of the weights, and this has to be very carefully annealed. The standards authorized are 10, 20, 50, 100, 200 and 500 grammes, and 1, 2 and 5 kilogrammes. The weights are conical in shape, and are protected with a small button in order that they may be easily handled with the balance forceps. So far, they have given great satisfaction, and it is probable that they will be largely used.

**Preparation of Lactic Acid.**—Professor Kassner points out (*Ap. Zeit.*, 1897, p. 325) that the use of zinc oxide for neutralizing lactic acid produced by fermentation so as to obtain zinc lactate without subsequent decomposition of the calcium lactate produced when chalk is used, does not answer so well as the older method, and he attributes the difference to the formation of a soluble zinc salt which destroys the micro-organism that produces lactic acid. He therefore recommends that chalk should be used instead of zinc oxide, and that in the subsequent treatment of the calcium lactate solution with zinc chloride in excess of the latter should be avoided, as it prevents the crystallization of zinc lactate.

**Bromalbumin.**—Under the name of "Bromosin" this compound has come into use since 1885, and in reference to it Professor O. Loew states that after removing loosely adherent bromine there remains 16.16 per cent in a more intimate state of combination. After solution in ammonia and precipitating, there remains 13.10 per cent bromine. On boiling bromalbumin with alkali, sulphur is not abstracted as in the case of ordinary albumin, and no tyrosin is formed by treatment with mineral acids. Millon's reagent does not produce a red coloration on boiling, though the biuret reaction takes place distinctly. Albumin which has been subjected to partial oxidation by treatment with potassium permanganate behaves in a similar manner, so that the groups affected by bromine are probably the same as those affected by incipient oxidation.—*Chemiker Zeitung*, 1897, p. 264, through *Pharm. Jour.*

**Anilipyrin.**—Under the name of *anilipyrin*, Drs. Gilbert and Yvon describe (*Med. Week*, p. 320) a product, obtained by heating a mixture of one part of acetanilid with two parts of antipyrin. This substance, which melts at a temperature of 105° C., is more soluble than those from which it is derived, 10 Gm. of distilled water, for instance, at a temperature of 15° C. dissolving 43 Gm. of anilipyrin, but only 16 Gm. of antipyrin and 0.05 Gm. of acetanilid. Anilipyrin is slightly toxic; it kills a guinea-pig with tetanic convulsions and hyperpyrexia in doses of 1.8 Gm. per kilo of the animal's

weight. Its action on the normal temperature of animals manifests itself after the administration of one-fifth of the toxic dose. It is more marked than that of antipyrin and less than that of acetanilid. In therapeutics, anilipyrin may be employed as an antipyretic and analgesic. It gives especially good results in influenza and acute articular rheumatism, headache, and neuralgia. It should be prescribed in doses of 1 or 2 Gm. daily, 0.5 Gm. at a time.

## The Department Store and the Druggist.\*

BY ALBERT H. BRUNDAGE, PH. G., M. D.  
Brooklyn, N. Y.

As civilization has advanced, and human wants have become more diversified and exacting, so that inhabitants of large cities particularly have demanded that the whole world's products of cultivation and manufacture, and all its other sources of supply, shall be placed at their immediate and most convenient disposal, with the most advantageous display of variety, and at the lowest possible price—old business methods have to a certain extent been revolutionized and departures, both startling and extensive, been inaugurated.

### The Birth of the Department Store.

Some ingenious mind conceived the idea of placing many classes of the world's products, in many varieties, in a location as central as possible to a given community.

The outcome of this conception was that modern "Vanity Fair" known as the Department Store.

As such an institution's influence and its power to draw trade were more and more realized, there was a disposition to widen its scope and increase its profits by incorporating classes of goods, or lines of business, much less related to each other than those which had previously been associated. With this expansion of the centralizing tendency in trade and effort to secure all the advantages to be derived from an unexpected want created by an ingenious and attractive display of wares, great effort has been made to include even such lines of business as were limited to a specially trained and prescribed class of men.

### Questions Suggested.

Naturally the druggist was not overlooked, and his business has ultimately been more or less incorporated into the vast commercial mosaic whose prime and far-reaching principle was monopoly. The small tradesman and the skilled artisan were apparently to be as far as possible engulfed, and business interests controlled by a fortunate few. The public was gradually educated to look for much in return for a little; to be bargain-hunters. But experience proved not always bargain finders nor wise buyers. Where the department store has a drug department whose wares are offered at seductive prices, it would seem that bargains in eye salves, bald head applications, kidney, liver and consumption cures, hive syrup, Rochelle salts or similar articles, must be a poor investment, when made upon the basis of probable need and to take ad-

vantage of attractive prices. Does it pay to buy what you do not want, particularly such things as these? The claim can hardly be made that these goods are dealt in by the department store for any higher purpose than to attract, or for simple profit. Consequently the question arises, can the department store afford for these purposes to provide a trained, skilled and licensed druggist and sell drugs altogether reliable, in conformity to pharmacy laws, and for prices much below the retail druggist's small profit? It would most decidedly seem not, and that the outcome must be a low-salaried and incompetent salesman, or an adulteration and sophistication detrimental to all dealers' interests and hazardous to the public.

### Department Store Alliteration.

If the department store is to be the drug store, and to be in fact every other kind of a store, or to supply all the commodities, conveniences or necessities of life, it is high time the druggist took note of the fact and ordered his affairs accordingly. If the department store is ultimately to supply the community with drugs, cheese and wagons, cutlery and coal, meat and monuments, molasses and microscopes, carpets and coffins, horses and houses, a detective and a doctor, a blacksmith and a dentist, conduct a theatre and a crematory, druggists better all be candidates for the latter at once. It is not to be wondered at that the pharmacist should rebel against the losses he has suffered at the hands of the department store. His relation to the public, his high and responsible position as a conservator of public health, and the careful, arduous training he is compelled to undergo to fit him for his professional career, would naturally seem to make him exempt from such absorption.

His is a profession in which there are many irksome exactions and scarcely any compensatory returns. He has in the past been so preyed upon by grievous legislation, by the competition of illegitimate rivals, and a most unreasonable popular misapprehension as to his financial returns, that his lot has been in many respects quite an unenviable one.

### Druggists Are Too Conservative.

He is too preoccupied with the very exacting duties and responsibilities of his calling to resort to defensive commercial methods. He is too conservative and self-respecting to resort to retaliative measures.

Because of the high character of his calling, the obligations placed upon him, and the unselfish devotion he so constantly manifests to the general interests of the community in which he is located, he should be so protected, encouraged and supported by proper legislation as to aid him in his high purposes, and to ensure to him the meagre financial and other returns it may be possible for his vocation to afford him. And it is only by strict and considerate legislative enactment that he may hope to secure the recognition and protection which are his due.

To hasten that end it is incumbent upon every druggist to associate himself with his fellows, formulate his claims, and intelligently co-operate with adopted measures. Union will give him power. He will receive favorable recognition and secure satisfactory legislation and the enforcement of pharmacy laws.

\*Read at the Manhattan Beach meeting of the N. Y. S. P. A., July 15th.

**Experiments with Cascara Sagrada.\***

By LUTHER F. STEVENS, PH.G.

In a paper presented to the Kings County Pharmaceutical Society at a regular meeting held April 16, 1895, I detailed some experiments conducted by me looking to the preparation of a bitterless extract of cascara sagrada and at the same time noted the character of the constituents of this valuable drug as determined by different investigators. This paper was printed in full in the AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD of April 25, 1895.

The present paper is an elaboration of the work then conducted and brings the literature of the subject down to a more recent date and in a more complete form.

Cascara sagrada, the discovery of the simple herbalists of our western country, has achieved a popularity superior to that of any drug of its class. As a tonic laxative, it appears to have met the wants of the medical fraternity as no other drug ever has. The intense bitterness of the drug has, however, militated against its more general adoption, and rendered its use in many well-indicated cases impossible.

While many conservative experimenters for a long time supposed that this bitterness was a necessary part of the drug, more recent investigations have shown that this disagreeable factor may be removed without diminishing the laxative properties of the bark.

A surprising amount of work in the examination of this drug has been carried on by American investigators, the Proceedings of the American Pharmaceutical Association being fairly sprinkled with notes relating to experimentation.

About the first recorded work in the isolation of the true active principle was done by a student in the California College of Pharmacy, reported by Professor Wenzel, though Professor Prescott, of Ann Arbor, made in 1879 a very thorough examination of the bark. He determined three resins and gave characteristic tests for each. He found tannic, malic and oxalic acids, a heavy yellow oil, a volatile oil of a pungent flavor, besides wax, starch and a crystallizable body. This crystalline principle and the yellow resin he thought deserved further attention, though he expressed the opinion that the crystals found might be merely products of reduction.

George W. Kennedy, in 1885, determined the total yield of resins to amount to about 24 per cent of the entire extractive.

Limousin, of Paris, about the same time advanced the theory that the resins discovered by Prescott and for which he gave tests, were derived from chrysarobin, but later experimentation disproved this theory, as they have been produced by methods in which no reduction was possible.

A student in the California College of Pharmacy obtained yellow crystals by extraction with alcohol and found these to react like a glucoside resembling franguline, but not identical, and differing from emodine.

In 1887 glucose, traces of ammonia and a lactic ferment were announced as constituents of the bark by Meier and Webber.

Paul Schwabe, of France, found emodine (frangulic acid) similar to that

which exists in rhubarb, and concluded that this emodine was identical with the crystals discovered by Wenzel.

Under certain conditions and in certain stages of analytical work some experimenters have obtained a white precipitate with Mayer's reagent which would seem to point to an existence of an alkaloid in the bark.

A. C. Zeig, of Ann Arbor, separated in 1888 the resins of Prescott and confirmed the latter's tests. He showed, however, that only one of the resins was possessed of active properties, and stated that working with a proper menstruum, the inert substances could be left behind, and the process of obtaining the active resin conducted in one operation. He also obtained a glucoside and showed that it was peculiar to the plant.

Work on the preparation of a bitterless preparation of the drug was undertaken by F. Grozer, of New York city, who reported that the oxides of the alkali and earth metals were useful in removing the bitter taste of cascara. As the most suitable agent, he recommended magnesium oxide.

Leprince, of Paris, in 1892 claimed the discovery of an active principle, to which he has given the name Cascarine Leprince. The substance is the subject of both patents and trade-marks, and his rights are protected in the leading countries.

A summary of the constituents of cascara sagrada, as reported by different investigators, is given below.

An alkaloidal body in traces, chrysarobin and emodine. Emodine, it is well known, splits off from the glucoside along with glucose and a resinous body when acted upon by either acids or a ferment.

In their search for the active principle of cascara sagrada some European experimenters have become sadly mixed up and nothing definite has as yet been determined as to the actual chemical composition or molecular structure of the substance.

The same principle has been differently named at different times by Schwabe, Leprince, Phipson, Cabanes and others, and it has received such varying names as rhamnoxanthin, emodine, frangulic acid and cascarine. As late as 1896 a new list was brought out by E. Cabanes, who considered the active principles to consist of cascarine, rhamnetin, franguline, rhamnetin and chrysophanic acid. The substance isolated by Leprince is accorded the chemical formula  $C_{11}H_{12}O_6$ . It consists of microscopic prismatic needles, orange yellow in color; inodorous, soluble in alcohol and alcohol and ether, but only sparingly soluble in chloroform. When fused with potassium hydrate, phenol is developed. The process of obtaining this substance may be briefly stated as follows: the bark is first treated with a hot solution of soda, the infusion neutralized by sulphuric acid and the filtrate concentrated in vacuo. The precipitate is re-dissolved in hot soda solution, again acidified and the residue after evaporation and drying treated with acetone acidulated with sulphuric acid. The solution is then poured into a large quantity of boiling water, when the crystals are obtained, after slight further purification.

Professor Stevens here details the results of extended experimentation with different extractives. He arrives at the

conclusion that for the preparation of a pleasant extract a dilute alcoholic menstruum is best. Calcined magnesia is used to combine with the active constituents which it is desired to obtain in solution.

The first man to publish a working formula for this was Frank Edel, an active and well-known pharmacist of Des Moines, Iowa, and if you care to take the trouble to read his written work concerning experimentation towards this end, it will be seen that no small amount of time and labor was required to reach this very desirable end. The formula is:

Cascara sagrada bark in coarse powder	500 Gm.
Calcined magnesia	80 Gm.
Water	560 Cc.
Alcohol	400 Cc.
Dilute alcohol	q. s.
Glycerin	120 Cc.

Mix the first two ingredients very intimately while dry, then moisten with the water, macerate for several hours, and pack strongly for percolation, again macerate for forty-eight hours, and add the alcohol, macerate for twelve hours further, and start percolation, using dilute alcohol to exhaustion.

Allow the percolation to go on very slowly at first, and reserve the heavier portion to about 400 Cc. and the rest in succeeding dilutions of about 500 Cc. each, this being for convenience in after work. Recover the alcohol, commencing with the most dilute percolate, then evaporate cautiously, commencing the same way with the thinner portions, adding the glycerin for preservation until the whole, including the 120 Gm. of glycerin is reduced to 380 Cc. To this add:

Concentrated aqueous extract of liquorice	120 Gm.
(N. F. Cc. 200 evaporated to Cc. 120 will answer.)	
Oil of fennel	.31 Gm.
Saccharine	2 Gm.
To make	500

Here the drug is macerated, first with water, which takes up the glucoside, then with alcohol of a little below 50 per cent strength, which brings out the active resin, the volatile oil and flavoring, leaving inert material behind. The magnesia dissolves some extractives, which give a dark red color. Nothing is lost of the cascara during this process that is of any value. The recovered alcohol is sweet and clean, suitable for any other work, and there is no smell in the room while the operation is going on.

**Identification and Separation of Tar.**

The following scheme has been arranged by Ed. Hirschsohn (*Pharm. Ztg.*, 42, p. 396) for the purpose of separating and identifying the various tars:

1. Completely soluble in 95 per cent acetic acid.

(A): Turpentine oil, French, dissolves it completely. The petroleum-ether extract of the tar is colored greenish by shaking with a diluted solution (1:1000) of copper acetate. Chloroform and absolute ether dissolve it completely. Pine Tar.

(B): Turpentine oil dissolves it only partially. The petroleum-ether extract is not colored by copper-acetate solution. Chloroform and absolute ether do not entirely dissolve it. Beech Tar.

2. Not completely soluble in 95 per cent acetic acid.

(A): Turpentine oil dissolves it completely. [a]: Aniline dissolves it completely. The aqueous extract

\*Read at the Manhattan Beach meeting of the N. Y. S. P. A., July 15th.

(1:20) yields a red coloration with a diluted ferric chloride solution (1:1000).....Juniper Tar.  
 [b]: Aniline does not dissolve it completely. The aqueous extract is colored greenish by ferric chloride.....Birch Tar.  
 (B): Turpentine oil dissolves it only partially. Benzol, chloroform, ether, and olive oil dissolve it only partially.....Aspen Tar.

### Formaldehyde, the New Disinfectant

Disinfection with formaldehyde gas has been rendered so easily and so thoroughly applicable since the process was described by Prof. Robinson and Drs. Schweinitz and Kinyoun, at the meeting of the American Public Health Association, in September last (*Sanitarian* for December), that excuse no longer exists for the generally useless sulphur fumigations, which are still persisted in as a mere formal make-believe by some inefficient "health" officers. Lamps and other apparatus for its generation and use, recently constructed, adapt it to some conditions well nigh beyond the reach of other than destructive processes; besides rendering it adaptable to almost all domestic conditions, and without injury to garnished walls, furniture, tapestry or any textile fabrics; silk, wool, cotton, linen, leather and hair goods have been subjected to it in such strength as to be effectually germicidal without injury to the material.

Prof. F. C. Robinson, Bowdoin College, member of the State Board of Health of Maine, who was among the first to invent a "generator" for evolving the gas, has been also among the first to demonstrate its efficiency. He has described the manner of his having disinfected a house in Portland, as follows:

"The rooms were all taken separately throughout the house (a Portland mansion where there had been three cases of diphtheria, one fatal), one floor at a time, beginning with the basement. The generators were then placed in the halls, all the room doors being closed. The mattresses were left for the most part upon the beds. The closets and bureau drawers were opened, and the bric-a-brac, books and other things were left as they were, with a good chance for the gas to circulate about them. It took about twelve hours to go over the whole house, and nine gallons of alcohol were used, or about one quart to every 2,000 cubic feet of space. Threads infected with diphtheria cultures were placed around in different parts of the worst rooms between sterilized blotters. Of the twelve cultures made from these every one was sterile."

The Boston Board of Health, under the direction of Dr. Durgin, has been effecting "house-to-house" disinfection with it.

Dr. Doty has recently added it to his *armamentarium* of the New York quarantine facilities.<sup>1</sup> He has on exhibition three large scrap books of samples which have fabrics of silk, delicately tinted muslins and other stuffs; samples of upholstery, draperies, furs, leather and elaborate wall papers, arranged in three parallel columns to a page. The first column shows the goods before they have been submitted to any disinfection whatever;

the second the same goods treated with formaldehyde gas, the third as treated with sulphur. In every instance the samples disinfected with formaldehyde gas have retained their original delicacy of tint and surfaces. Those treated with sulphur are, in many cases, completely destroyed. The gold in wall papers has been faded, and the colors of intricate patterns have run into each other. Literally hundreds of experiments have been recorded in these books, and in every case formaldehyde gas has stood the tests.

While Dr. Doty does not think it can take the place of steam, he believes it to be a valuable adjunct to any disinfecting plant, for the reason that it leaves the finest fabrics uninjured. Steam and sulphur destroy colors and surfaces, and until formaldehyde gas was discovered there was nothing known to science that would kill every germ and still leave valuable articles untouched by chemical action.

Dr. Herman M. Biggs, bacteriologist of the Board of Health of New York, has also had a "formalin chamber" built in the steam disinfecting bureau, in East Sixteenth street, and expects much from it. Owing to imperfect mechanical conditions, however, this plant is not at the time of this writing in good working order, and no definite results have so far been obtained. It is regarded, nevertheless, as a valuable addition to the steam chamber, and practical work will be done on it this summer.

Abroad also, since the International Sanitary Congress, at Venice, where it was introduced by Dr. H. D. Geddings, U. S. Navy, and Dr. J. J. Kinyoun, U. S. Marine Hospital Service, American delegates, it appears to be coming into very general use.

The only, but important drawback, thus far—as compared with steam—is its deficiency in power of penetration, and of any means as yet devised to force it into tightly tied-up bundles of clothing or baled material liable to infection.

Open exposure of the gas appears to be an essential condition to its efficacy. Suitable to this condition several forms of "generators" or lamps have been devised.

One of the most curious and practical is one that stands outside the room to be disinfected, and, therefore, can be properly regulated and watched. This has a thin pipe running from the cylinder, where the gas is produced from the alcohol, which is intended to pass through the keyhole of a door. In all the lamps, however, the gas is made in much the same way. Wood alcohol is allowed to flow little by little into the bottom of the cylinder of the generator. A few inches above this pan there is a sheet of platinized asbestos, perforated with many small holes. The alcohol is ignited, and in a few moments the asbestos is at a white heat. Then the flame is blown out. The asbestos and the alcohol, both at a high degree of heat, continue to act upon each other, and a vapor results which is allowed to escape through holes in the top of the cylinder in some "generators" and is carried away through a small pipe. Where there is a "formalin chamber" for portable goods, the pipe leads directly into this.

Advertise, that your light may not be hid under a bushel, but shine forth a guide to the transient, a beacon to those not knowing how or where to spend their money.

### The Active Principle of Digitalis.

By C. C. KELLER.<sup>1</sup>

The unsatisfactory results obtained with the digitalin prepared according to the method described by Kiliani<sup>2</sup> have again directed attention to digitoxin, which is, according to Schmiedeberg, the most potent constituent of digitalis leaves, and forms the chief part of Nativelle's digitalin. On that account C. C. Keller has devised a method of determining the efficacy of digitalis preparations by ascertaining the amount of digitoxin present in them.

The chief characters of digitoxin which are of importance in this connection are its free insolubility in alcohol and chloroform, slight solubility in ether, and its solubility in petroleum spirit. It is precipitated from solutions in water or dilute alcohol by tannin, but not by basic lead acetate. From acid or alkaline water solutions it can be extracted by shaking with chloroform. Although pure digitoxin is almost insoluble in water, it is dissolved to some extent in the presence of extractive materials and the other glucosides of digitalis. Digitonin and digitalin are almost insoluble in chloroform.

To ascertain the amount of digitoxin in digitalis leaves they must first be extracted with 70 per cent alcohol, preferably by percolation, which must be continued until the residue from 3 or 4 Cc., redissolved in water with two drops of dilute hydrochloric acid, gives after filtration no appreciable turbidity on the addition of tannin.

The residue of the extract from which alcohol has been removed by evaporation is mixed with water, washed into a beaker of about 250 Cc. capacity, diluted to the volume of 222 Cc., and mixed with basic lead acetate. The very voluminous precipitate is separated by filtration, and excess of lead removed from the filtrate by adding sodium sulphate. The clear liquid is then mixed with 2 Cc. ammonia solution (10 per cent), and shaken four or five times with about 30 Cc. of chloroform. The clear chloroform solution evaporated gives the digitoxin mixed with some fat and other substances. For purification the residue is dissolved in 3 Cc. chloroform, 7 Cc. ether, and 50 Cc. petroleum spirit added. The digitoxin then separates in white flocks and, on shaking, the liquid becomes quite clear. For weighing the digitoxin it may be dissolved off the filter with hot alcohol and the solution evaporated in a suitable vessel, or the petroleum spirit may be decanted off and the digitoxin weighed in the state of powder.

Digitoxin thus obtained dissolves in strong hydrochloric acid with a yellowish color, and the solution when warmed becomes greenish, then greenish-brown; on adding water the color becomes greenish-yellow, and after some time flocks are separated.

A solution of digitoxin in glacial acetic acid containing ferric chloride gives Keller's reaction when floated on strong sulphuric acid. At the line of contact a dark zone appears, and after a few minutes the acetic acid liquor becomes dark blue. This reaction takes place with one-tenth of a milligramme of digitoxin in one Cc. of acetic acid.

The complete separation of digitalin is difficult, as it is sufficiently soluble in

<sup>1</sup> *The Sanitarian*, July Number, 1897.

<sup>2</sup> In the shape of a "Trillat Autoclave."—Ed. Am. Drug.

<sup>1</sup> *Berichte Deutsch. Pharm. Gesellschaft*, vii., 125, through *Pharm Jour*.

<sup>2</sup> See *Pharm Jour*, iv., 20.

chloroform for traces to be taken up, and to that circumstance must be ascribed the red coloration of digitoxin when mixed with strong sulphuric acid.

The watery liquid from which digitoxin has been extracted by shaking with chloroform has a bitter taste and contains digitonin, which can be separated by precipitation with tannin, but as it does not possess the peculiar efficacy of digitalis, its separation is of little importance. Keller was unable to obtain any substance corresponding to the description of digitalin, and he considers it is merely digitonin mixed with traces of digitoxin and digitalin.

After separating digitonin tannate, the filtered liquid still contains digitalin.

The general conclusion arrived at by Keller is that digitalis leaves contain digitoxin, digitonin and digitalin identical with the products from digitalis seeds, but in somewhat different proportions, the amount of digitoxin in the seeds being much smaller than that in good leaves, but it varies very much in different samples of leaves, or from 0.26 to 0.62 per cent. A still greater variation was found in the pharmaceutical preparations of digitalis, and Keller strongly recommends the adoption of means for ascertaining the medicinal value of the drug on the basis of the amount of digitoxin it contains.

### The Estimation of Menthol in Oil of Peppermint.\*

By DR. CLEMENS KLEBER.

In the *American Journal of Pharmacy*, vol. 69, p. 192, Mr. L. F. Kebler describes a modification of the method for estimating menthol in oil of peppermint as it had been suggested by Dr. F. Power and myself in 1894. This modification consists in acetylizing a weighed quantity of the oil and subsequent saponification of the product after washing and neutralizing it quantitatively, while we acetylate an arbitrary quantity and saponify an exactly weighed portion of the acetylated oil, after washing, drying and filtering the same. I have no doubt, that, if conducted with proper care, Kebler's method will yield exact results, but I want to mention, that when working out our method of estimation, we also took the method now proposed by Kebler into consideration, but found it less practical than the way described in our paper. Kebler says that according to his method the percentage of menthol can readily be estimated in three hours, while the original method requires the greater part of a day for execution. Against this I must state that in hundreds of estimations of menthol in oil peppermint, which we have performed since 1894, it never took us more than about 20—30 minutes to wash, neutralize and filter the acetylated oil, since it is unnecessary to wait till the aqueous and oily layers are perfectly separated and since a small loss of oil is quite irrelevant, so that the whole washing and drying of the oil can be done while holding the separator in the hand, while in Kebler's modification any loss of oil must be carefully avoided, so that one has to wait until the aqueous solutions have become perfectly clear, which naturally requires much more time. Besides this, it must not be forgotten that peppermint oil is not quite insoluble

in water, especially in that containing acetic acid as it results from the first washing, therefore small losses in Kebler's method are unavoidable.

A quick approximate estimation of menthol in peppermint oil can be made in the following way: About 5 grains of peppermint oil (accurately weighed) are mixed in a flask connected with a glass-ground condenser tube, with about 5 Cc. acetic anhydride, accurately measured<sup>1</sup> and boiled for 30 minutes. In the meantime an equal quantity of the same acetic anhydride is titrated with normal caustic soda and phenolphthalein. After cooling the boiled liquid somewhat, the condenser is taken off and washed with some water, which is added to the acetylated mixture, and then the latter is titrated with normal caustic soda. The difference in the number of Ccs. in both titrations multiplied by 0.156 gives the menthol in the oil used. An inconvenience of this method is that comparatively large quantities of normal solutions are required and that the desired number has to be calculated from the difference of both, which naturally makes the method less exact, but all of the operations can easily be performed in 50 minutes.

### Notes on Essential Oils from a Foreign Source.

The following notes on essential oils are taken from the quarterly report of Heinrich Haensel, sole distiller of terpeneless essential oils of Pirna-on-the-Elbe, issued last July:

**Cardamom Oil.**—The new crop of cardamoms in the East Indies appears to be satisfactory, but it remains to be seen to what extent it will affect the market. In London prices have still been rising for the last few weeks.

**Cassia Oil** shows no improvement, and it is only to be regretted that oils of such varying quality are brought into the Chinese market. It would be an advantage to the trade if the frequently inferior wares were not offered: that is to say, if it were possible to confine the variations in aldehyde contents between certain limits. Unfortunately, at the present time, it is only a pious wish and only the persistent refusal of inferior Cassia oil in the European market can effect the desired result.

**Coriander Oil** remains at a low price and invites the laying-in of a good stock. Little can as yet be said respecting the new crop, but at present the prospects in Germany are good. From Russia I have received the following report: Last season the coriander crop was very ample, as is well known, and the price very low, consequently there is sufficient old stock in hand, and this year's sowing was comparatively small. An exact estimate cannot, however, be formed at the

<sup>1</sup>For measuring exactly equal quantities of liquids we recommend the following way: Hold a common pipette, preferably one with a somewhat long narrow mouth, which has been filled exactly to the mark with the liquid to be measured, perpendicularly over the receiving flask and let it flow out. The liquid flows out in a stream which stops suddenly; it will then last a number of seconds until drops begin to fall off from the mouth. If the pipette is put aside as soon as the continuous stream stops and before the drops appear, the quantities of liquid thus obtained will be alike with very great accuracy, but they are of course smaller than the quantity for which the pipette is gauged. In cases where only approximate, but in every case perfectly equal, quantities are desired, we have found this method of great value.

present time, as the small fields sown with the seed are so scattered.

**Lavender Oil.**—The stocks of this oil in the Alps Maritimes are said to be unimportant, in consequence of the enormous consignments to the United States on account of the new tariff laws. The supply in North America by far exceeds the demand. The new season is now upon us, and appears not likely to be a prolific one. Prices are, however, not likely to be abnormal. An interesting comparison of the Spanish and French lavender oil has recently been carried out by E. Charabot in Paris, which demonstrates the principal constituent of Spanish lavender oil to be borneol, while the French oils contain linalool and linalyl acetate. The two lavender oils possess a very different composition and cannot be substituted for each other.—(*Bull. Soc. Chim.*, Paris, 17, pp. 378-380.)

**Lemon Oil.**—The price of lemon oil has apparently reached its lowest point at the place of production, and it is questionable whether a further fall in the market will not reduce production, as there is a limit in every class of goods which marks the minimum at which they can be produced without loss. In consequence of the 25 per cent customs duty threatened in the United States, large quantities of lemon oil have been shipped there. Nevertheless, in the latter part of June the stock in Sicily and Calabria was still estimated at 50,000 Italian pounds—a quantity which can scarcely be expected to be used up before the next season. The prospects for the new crop are at present not bad, but whether it will be so naturally depends upon the meteorological conditions.

**Lovage Oil** (from *Levisticum officinale*) is a new addition to my list. It has been investigated by E. Braun (*Archiv. der Pharmacie*, 1897, p. 235). My observations made in the preparation of this essential oil, which was commenced before the appearance of Braun's research, are summarized below. On several points, my experience differs from Braun's. I employed the air-dried root and obtained a yield of 0.34 per cent of a mixture of two oils, in the proportion of 54.4 parts of heavy lovage oil to 45.6 parts light lovage oil. The heavy oil is dark brown, the light is of light-brown color; both possess a slightly acid reaction. The specific gravity of the heavy oil is 1.0293 at 20° C., while that of the light oil at the same temperature is 0.9912. In alcoholic solution both oils exhibit a distinct blue fluorescence by reflected light, even in great dilution. The optical data determined were as follows:

Optical Rotation in 100 Mm. Tube. Light oil.  
(a) Saccharimeter degrees..... -| 11.0  
(b) Absolute degrees ..... -| 3.8

The dark, colored heavy lovage oil, diluted in the proportion of 1 gramme to 50 cc. absolute alcohol exhibited the optical rotation in

Saccharimeter degrees ..... -| 0.9  
Absolute degrees ..... -| 0.3

The solubility in alcohol was in the following proportions:

1 volume light oil dissolved in 0.45 volumes 90% alcohol.  
1 volume light oil dissolved in 10.75 volumes 80% alcohol.  
1 volume heavy oil dissolved in 0.25 volumes 90% alcohol.  
1 volume heavy oil dissolved in 2.0 volumes 80% alcohol.

As might be expected, the heavy oil is therefore more soluble than the light.

### Cinnamic Acid from Styra and Benzoic Acid from Benzoin.

Edo Claassen gives the following process for procuring cinnamic acid: Styra is boiled for some time with an excess of a sodium carbonate solution in a copper or other suitable vessel and to the mixture when cold and without having been filtered, commercial hydrochloric acid is added in such a quantity as to show finally a faint but distinct alkaline reaction. The contents of the vessel are then heated again to the boiling point, filtered, when cold, and the residue on the filter washed with water. To the filtrate, concentrated by evaporation, if necessary, is now added a sufficient amount of hydrochloric acid, the precipitate collected on a filter and washed with a small quantity of cold water, after which operations it is dried and extracted with hot rectified benzoin. The solution has, after cooling, deposited a considerable amount of cinnamic acid. The benzoin is now poured off on the crude acid and the work of extracting repeated as long as it yields acid. In the benzoin separated from the last crystallization there is yet left some acid, wherefore it may be shaken repeatedly with a diluted sodium carbonate solution. Hydrochloric acid precipitates from the latter the acid, which is then brought on a filter, washed with cold water and dried. The cinnamic acid obtained at first is very white; later on, the same, particularly that separated from the last sodium carbonate solution, may often be found to be yellowish, in which case it should be treated with benzoin as above.

It is evident that the same process can be used to extract cinnamic acid from certain kinds of bezoin resin and benzoic acid from the common commercial benzoin, as also the mixed acids from balsam of tolu.

### Dangers of Petroleum Hair Washes.

The New York Sun has a dispatch from its London correspondent apropos of the recent death of a woman caused by the ignition of a petroleum hair-wash, which was used upon her head by a hairdresser. According to the dispatch Lord Kelvin writes that the faintest electric spark is sufficient to set fire to the inflammable mixture of combustible gas and air. The slightest friction of the hand on dry hair is enough to cause an explosion of the wash, and, Lord Kelvin adds, a naked flame a yard away is less dangerous.

## CORRESPONDENCE.

### New York City in 1900.

To the Editor.

Sir: Referring to our recent conversation on the Glen Island excursion of the N. Y. S. P. A., I ask the space of a few lines in your paper to oppose the proposition made at the last meeting of the American Pharmaceutical Association, or rather outlined, to have the meeting of that body for 1900 take place on a steamer bound for the Paris Exposition. Such a proposition, if you will excuse my saying so, is decidedly snobbish and un-American. It only accentuates more distinctly the tendency of recent years in the association to make it so that only wealthy men can attend.

Every meeting of that body at which

any business or scientific work is to be done ought to be held on American soil, where the rank and file of working members can attend, if they wish, without unusual expense.

Now, I propose that the meeting for 1900 be held in New York city, and so timed that the trip to Paris shall follow immediately after the adjournment of the meeting proper, but leaving the final adjournment for the year to be made on board the steamer after the usual glorifications, votes of thanks, etc., provided the president or vice-president shall be of the party.

The association has not met in New York city for just thirty years. There are in the territory which will be called New York after next January, one hundred and twelve members, according to the last proceedings. Many active pharmacists now in this district have been born since the last New York meeting. There can be a rousing convention held here, and probably a notable exhibition could be held with it. A good location probably would prove to be the Manhattan Beach Hotel, the scene of the New York State meeting, just closed, although that is a detail for the committee. I am advocating this meeting purely as an individual, but I venture to say that before the meeting for 1898 the various organized bodies of this State and its chief city, of Connecticut and New Jersey, in fact, the whole Eastern section, will declare their advocacy of New York city for 1900.

THOS. D. McELHENIE.

Brooklyn, July 20th.

## BIBLIOGRAPHY.

How SHOULD WE BREATHE? A Physiological Study, by G. H. Patchen, M. D., Medical East 59th street, New York. Pp. 1-38. Director of the Improved Movement Cure Institute, New York. Published by the Improved Movement Cure Institute, 11, The secretary of the Massachusetts State Pharmaceutical Association asks us to announce that the date of the '97 meeting of this Association has been changed from June 1, 2, and 3, as first published, to June 8, 9, and 10.

### Pamphlets, Etc., Received.

North Carolina Pharmaceutical Association. Proceedings of the eighteenth annual meeting, held at Raleigh, May 12 and 13, 1897. Also the constitution, by-laws, code of ethics, roll of members and the State Pharmacy law, with list of registered pharmacists. H. R. Horne, secretary, Fayetteville, N. C.

Text book of General Lichenology, by Albert Schneider, Phil. D., M.D. Specimen pages from the publishers, Willard N. Clute & Co., Binghamton, N. Y. Price of the volume: Paper, \$3.80; cloth, \$4.25.

"The Standard of Medical Education," the address of the retiring president, delivered at the regular annual meeting of the Association of American Medical Colleges, Philadelphia, June 1, 1897, by J. M. Bodine, M.D., Professor of Anatomy and dean of the faculty in the Medical Department in the University of Louisville, reprinted from the *American Practitioner and News*, June 26, 1897.

Diphtheria antitoxin and other biological products manufactured by the biological department of the New York Pasteur Institute for the G. F. Harvey Company, manufacturing chemists, Saratoga Springs, N. Y.

REAGENTS AND REACTIONS KNOWN BY THE NAMES OF THEIR AUTHORS. Based on the original collection by A. Schneider, revised and enlarged by Dr. Julius Altschul, for the *Pharmaceutische Centralhalle*, translated from the German by Richard Fischer, Instructor in Pharmacy at the University of Wisconsin, Milwaukee. Pharmaceutical Review Publishing Co., 1897.

This very useful list of tests will be welcomed by pharmacists as a worthy successor to Wilder's "List," published some years ago by the Pharmaceutical Record Co., and now out of print. The present list covers a larger field, and is much more complete, embracing, as it does, over 600 articles and cross references. It is noted that the author has taken special pains to call attention by means of cross references to relations existing between different reactions, and particularly to the numerous modifications of some of the more important reactions. The collection will undoubtedly prove very serviceable to both students and chemists as a reference book of the tests and reactions known by the names of their authors.

Recent materia medica and drugs occasionally prescribed. Notes on their therapeutics. Fifth edition. By F. Harwood Leseher, F. C. S., Pereira Medalist, Commander of the Portuguese Order of Christ, Author of The Elements of Pharmacy, Auditor of the Pharmaceutical Society of Great Britain. London: J. and A. Churchill, 7 Great Marlborough street. 1897.

First annual report of the managers of the Manhattan State Hospital at New York, N. Y., to the State Commission in Lunacy for the year ending September 30, 1896.

Strychnos nux vomica. By John Uri Lloyd, Cincinnati. Reprint from *The Western Druggist*, Chicago, March, 1897.

Quassia Amara. By John Uri Lloyd, Cincinnati. Reprint from *The Western Druggist*, Chicago, January, 1897.

Hydrastis Canadensis. By John Uri Lloyd, Cincinnati. Reprint from *The Western Druggist*, Chicago, February, 1897.

SERIES OF PAPERS ON THE ORIGIN AND CHEMICAL COMPOSITION OF PETROLEUM. Read before the American Philosophical Society, February 5, 1897. Reprinted from Proc. Amer. Philos. Soc., Vol. XXXVI., No. 154.

### College Announcements.

The following is a list of college announcements received at the office of the AMERICAN DRUGGIST during the past month:

College of Pharmacy of the city of New York, College of Pharmacy building, 115-117-119 West Sixty-eighth street, New York City.

National College of Pharmacy, 808 1 street, N. W., Washington, D. C.

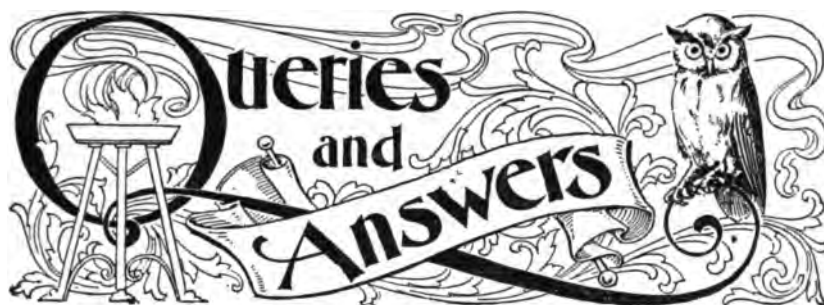
Southern Medical College, Pharmaceutical Department, Atlanta, Ga.

St. Louis College of Pharmacy, 2108-2110 Locust street, St. Louis, Mo.

Brooklyn College of Pharmacy. Seventh annual announcement. Sessions of 1897-98. College building, 329 Franklin avenue, near Greene avenue, Brooklyn, N. Y.

Northwestern University, School of Pharmacy, Chicago, Ill. Professor Oscar Oldberg, dean, 2421 Dearborn street, Chicago, Ill.





*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect. When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**Rubber Solution for Bicycle Tires.**—R. D. P.—Carbon disulphide is the solvent most commonly employed where it is desired to make a solution of rubber. Chloroform is also widely used for this purpose, but it is more expensive. With regard to benzol, benzol, gasoline and naphtha, considerable confusion exists, the names being loosely applied to a number of hydrocarbon compounds or petroleum derivatives of varying composition. The benzol of the U. S. Pharmacopoeia is the liquid intended in nearly all the published formulas for rubber solutions. This distillate of petroleum differs from either gasoline or naphtha in being more volatile and explosive. It is characterized by a strong odor resembling that of petroleum but much less disagreeable.

The following two formulas of cements for cuts in bicycle tires will be found to give satisfaction:

- (1) Carbon disulphide.....10 ozs.  
Gutta percha.....10 ozs.  
Caoutchouc.....20 ozs.  
Fish glue.....5 ozs.

To use, dissolve the last three ingredients in the first; bind the tire well with cord until set.

- (2) Pitch.....2 parts  
Gutta percha.....1 part

Melt together and use hot.

Other formulas are:

- (3) Shellac.....2 ozs. av.  
Gutta percha.....2 ozs. av.  
Red lead.....90 grs.  
Sulphur.....90 grs.

Melt the shellac and gutta percha, and add, with constant stirring, the red lead and sulphur, melted. Use while hot.

- (4) Caoutchouc.....2 ozs. av.  
Resin.....140 grs.  
Shellac.....100 grs.

Carbon disulphide, a sufficient quantity to dissolve the other ingredients.

- (5) Crude rubber..... $\frac{1}{2}$  oz.  
Carbon disulphide.....4 ozs.

Macerate twenty-four hours, and then add a solution of

- Resin.....1 oz.  
Beeswax..... $\frac{1}{4}$  oz.  
Carbon disulphide.....4 ozs.

**Puncture Cement.**—A recent patented preparation for the automatic repairing of punctures in bicycle tires consists of glycerin holding gelatinous silica or

aluminum hydrate in suspension. Three volumes of glycerin are mixed with one volume of liquid water-glass, and an acid is stirred in. The resulting jelly is diluted with three additional volumes of glycerin, and from 4 to 6 ounces of this fluid are placed in each tire. In case of puncture, the internal pressure of the air forces the fluid into the hole, which it closes.

**Alpine Tea.**—A. T. W.—This is a mixture of herbs and spices usually consisting of thyme, liquorice, senna and motherwort with added spices. The "Species Pectorales" of the National Formulary is a fair type of this class of formula.

**Amount of Ammonium Carbonate in Ammonium Acetate Solution.**—E. W. E. writes: "Kindly give your decision as to the amount of ammonium carbonate each fluid ounce of solution of ammonium acetate should contain ordinarily."

When properly made, none. Solution of ammonium acetate contains about 33 grains of ammonium acetate in each fluid ounce, together with small amounts of acetic and carbonic acids, but no ammonium carbonate.

**Elixir Celery Comp.**—R. B.—A formula for this is given in the National Formulary, but we are inclined to think that Fisher's formula, printed a little over four years ago in THE PHARMACEUTICAL RECORD, will more nearly answer your requirements. It reads thus:

- Celery seed, powdered.....2 ozs.  
Red cinchona.....1 oz.  
Orange peel.....2 drs.  
Coriander seed.....2 drs.  
Lemon peel.....2 drs.  
Hydrochloric acid.....15 mins.  
Alcohol.....5 fl. ozs.  
Glycerin.....3 fl. ozs.  
Water.....4 fl. ozs.  
Syrup.....4 fl. ozs.

Mix the first four ingredients and grind to No. 40 powder. Add the mixture of acid, alcohol, glycerin and water; macerate twenty-four hours, then percolate, adding enough alcohol and water in the proportion given to make twelve ounces. Add the syrup and, if necessary, filter.

**Table Sauce.**—E. H. A.—We have printed a number of formulas for table

sauces during the past few years, and to give page and volume number of the various references would take altogether too much time. The following are types of the most popular sauces:

- Malt vinegar.....40 fl. ozs.  
Allspice, powdered.....2 drs.  
Cloves, powdered.....1 dr.  
Black pepper, powdered.....1 dr.  
Mustard, powdered.....2 ozs.  
Ginger, powdered.....1 dr.  
Salt.....2 ozs.  
Shallots.....2 ozs.  
Sugar.....8 ozs.  
Tamarinds.....4 ozs.  
White wine.....1 pint  
Curry powder.....1 oz.  
Capsicum, powdered.....1 dr.

Simmer for an hour over a slow fire. A little caramel may be added to heighten the color.

The following yields a very excellent sauce:

- Wine vinegar.....1 $\frac{1}{2}$  gals.  
Walnut catsup.....1 gal.  
Mushroom catsup.....1 gal.  
Madeira wine..... $\frac{1}{2}$  gal.  
Canton soy..... $\frac{1}{2}$  gal.  
Moist sugar.....2 $\frac{1}{2}$  lbs.  
Table salt.....3 ozs.  
Powdered capsicum.....3 ozs.  
Powdered allspice.....1 $\frac{1}{2}$  ozs.  
Powdered coriander.....1 $\frac{1}{2}$  ozs.  
Chutney.....1 $\frac{1}{2}$  ozs.  
Powdered cloves..... $\frac{1}{2}$  oz.  
Powdered mace..... $\frac{1}{2}$  oz.  
Powdered cinnamon..... $\frac{1}{2}$  oz.  
Ground asafoetida.....6 $\frac{1}{2}$  drs.

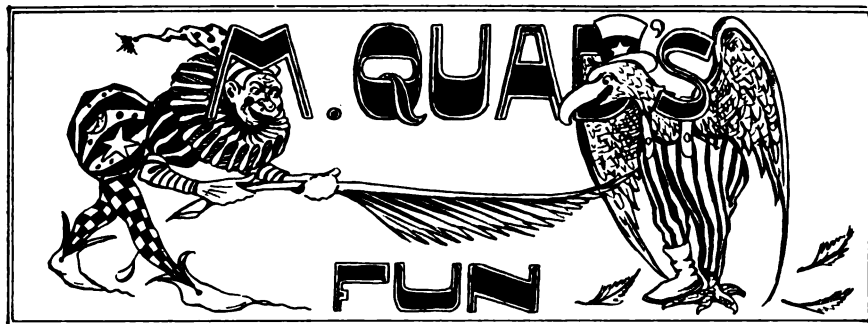
Mix the first seven ingredients separately and set aside. Make a separate mixture of the spices and add to the mixture contained in a suitable vessel one pint of strong French brandy. Then mix all together and allow the whole to macerate with frequent shaking, while the following liquor is being prepared, viz.: Boil 2 pounds hog's liver for 12 hours in 1 gallon of water, adding sufficient additional water from time to time to keep up the quantity to 1 gallon; mix the boiled liver thoroughly with the water, strain through a coarse sieve and add this to the mixture previously prepared.

## To Convert Fahrenheit to Centigrade Degrees.

A French publication gives the following simple rule for converting Fahrenheit to Centigrade degrees, which, however, does not apply so well to the reverse calculation: Subtract 32 degrees and divide by 2; then add to this one-tenth of itself, and, if further accuracy is desired, one-hundredth more. For instance, if it is required to find the number of Centigrade degrees corresponding to 72 Fahrenheit, subtract 32 and divide by 2, giving 20; adding one-tenth more gives 22, and, for greater accuracy, another one-hundredth gives 22.2.

## A Foul Air Indicator.

A novelty which is expected to denote foul air with the same accuracy as the thermometer does the temperature, has been invented. It hails from Zurich, in Switzerland. It consists of a tube filled with red liquid, below which a cord is hung tightened by a weight. Impure air changes the color of this liquid. The liquid is so arranged that one drop runs along the cord every hundred seconds. As it comes down the cord the color changes until it is white at the end. The exact condition of the air is shown by a scale placed alongside the cord, marked in degrees with the words "extremely bad," "very bad," "passable," "pure."



[Written for the American Druggist.]

## JOHN HICKS, URBANE DRUGGIST.

BY M. QUAD.

OF the character or adventures of John Hicks before he made his appearance at Rocky Bend I have nothing to say. It was rumored that he was an army sutler at one of the frontier posts before he turned druggist, but public gossip is always a little venomous. He reached Rocky Bend at a time when we had three so-called doctors and two so-called drug stores, and his urbane and gentle character at once stood out like a knot on a log. He arrived just as Hank Watkins had been killed by a powder-blast, and as he helped to gather up the fragments he paused for a moment to rub his hands and say:

"Really, now, but I can truthfully say that I lament this sad occurrence and hope the spirit of the deceased has found rest above. I pledge you my word, gentlemen, that I am actually grieved."

It was with our best wishes that Mr. Hicks bought out the two drug stores and made a consolidation and opened business. For a few days the three doctors were a little shy of him, but after discover-

ing that he knew no more about drugs than they did about medicine, they naturally cottoned up and made a strong quartette. Luck must have been with these doctors for the preceding six months, as no patients had died on their hands; but things were different soon after Mr. Hicks opened up. A miner named John Shine wanted some quinine, and three hours after taking a dose he was dead. The news was borne to the druggist, and there was a cloud of sorrow on his brow and a lump of pathos in his throat as he said:

"A miner who wanted a tonic, and number three complained of pains in his chest."

"Really, gentlemen, but I am grieved to hear it—much grieved. It may be possible that I gave him arsenic or strychnine, as I was busy at the time and my bottles were not labeled; but if so, I hope the public will excuse me. Poor man! I

hope he did not go out of the world blaming me." A few days later one of the doctors sent in a prescription for fever, which nearly killed the patient, and some of the sick man's friends were pig-headed enough to want to raise a row about it. The doctor laid it on the druggist, and the druggist smilingly met the kickers with:

### A Liberal Dispenser.

"Really, now, but I'm sorry such a thing should have occurred—very sorry. The prescription called for only two ingredients, but as the patient has been my friend, I threw in two or three more to prove my appreciation! Convey to him my sincere regards, and assure him that my object was in every sense a worthy one."

It was an open question with the public at Rocky Bend as to whether the doctors or the druggist knew most about drugs, but it was not an open question with Mr. Hicks. He knew that he could give the three pointers all day long and far into the night, and he soon displayed a willingness to do it. A Chinaman was taken ill, and one of the doctors prescribed calomel. Death followed the dose in a few hours, and certain people who were down on the doctor began to talk. He cleared his skirts, and when they came to Mr. Hicks that urbane and sympathetic druggist rubbed his right hand over his left and mournfully exclaimed:

"Ah! then, but another soul has ascended to heaven from Rocky Bend! Gentlemen, I grieve. Yes, I really grieve. No, it is not Dr. White's fault. His prescription called for calomel, but knowing that his practice among the heathen had been very limited, I took the liberty of changing it to morphine. Morphine always pulls a Chinaman through any sort of sickness, and how this fellow came to die is a puzzle. Gentlemen, please bear my condolence to his friends, and assure them that I felt I was acting for the best."

### A Wholly New Elixir.

Among the stock were about two dozen bottles of linament, three or four bottles of hair-dye, and half a gallon of sweet oil. As none of these things had a sale, Mr. Hicks one day mixed them all together and made a sort of elixir. He had just got it ready when a miner came in with a bad cough and was recommended to try a dollar's worth. He was followed by a miner who wanted a tonic, and number three complained of pains in his chest. For a couple of days the elixir went for all sorts of ailments, from toothache to consumption, but then the returns began to come in. It hadn't actually killed anybody, but it had upset

a score of men more or less badly, and as soon as they could crawl out they brought up at the drug store.

"Gentlemen, I beg to assure you of my regrets," replied the urbane Mr. Hicks, "and you can be satisfied it shall never occur again. It was an experiment on my part—an experiment undertaken with the noblest of intentions, and it is needless to say that its failure has caused me the deepest sorrow. Have a blue-mass pill at my expense and let us forget all about it."

### Morphine for Quinine.

We didn't exactly know what to do with Mr. Hicks. He was so urbane and

sympathetic that one hated to kick, and yet it became plainer every day that it was only a question of time when he'd clean out the population of Rocky Bend by his picturesque way of running a drug store. In three months he made about twenty blunders, half of them fatal, and the only offset was that he never lied nor sought to excuse himself. He finally got mor-



"He walked around and viewed the graves of his victims."

phine and quinine mixed up again and caused the death of Sam Barlow, and the mayor of the camp felt it his duty to go over to the store and say:

"Look yere, Hicks, you've killed another man."

"But with the best of intentions, I assure you," replied the urbane.

"D—n your intentions! Didn't Sam Barlow send for quinine?"

"He surely did."

"And you must have sent him morphine in place of it."

"Very likely, as the two bottles stand side by side and are not labeled. Yes, I must have sent him morphine, and as he was a good customer, I gave down weight. Please bear to his surviving friends my assurance that—"

"But this has got to stop!" said the mayor.

"Yes, it ought to stop."

"You evidently know nothing about drugs."

"Next to nothing, but in case of any death through my ignorance I shall always stand ready to tender my heartfelt sympathies. I think I will leave the drug business and go to freighting hay and provisions up from Yuba."

Inside of a week he found a buyer and departed, but on the day he left he walked around and viewed the graves of his victims and then said to the mayor:

"I can't find but twelve, and two of these are Chinamen, but please announce to your people that I cherish only the friendliest feeling and have done as well as I can."

### WINE OF IRON AND QUASSIA.

Pyrophosphate of iron and sodium .....	5 parts.
Tincture of quassia .....	30 parts.
Malaga wine .....	1,000 parts.

A tablespoonful before each of the two principal meals.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### GET OUT OF THE RUT.

THE first move towards better business for a majority of druggists is to get out of the rut in which they have been traveling. Business conditions have changed rapidly in the last few years. New methods have come to the fore. Time was when a man with a smattering of drug knowledge and a few hundred dollars could rent a hole in a wall somewhere and depend on trade coming to him. He grew up with the country, amassed a competence and had plenty of time to pitch horseshoes or go fishing if he cared to. Such a thing as hustling for trade was undreamed of. Trade hustled for itself, and all the druggist had to do was to put himself where trade could find him. There are plenty of druggists now who are trying to do business in the old way. Some have survived from the earlier period, and view with dismay their diminishing trade. Their business is slowly but surely slipping away and getting into other channels. They are discouraged and bewildered and fail to see what is probably apparent to every one else—that their business is affected with dry rot. They are in a rut and their vision is obscured.

They know nothing and care less about modern methods for winning and holding trade, and nothing short of an earthquake can awaken them from their lethargy. There are plenty of such druggists that have good metal in them and who might make substantial progress if they could be made to realize what the trouble is and see themselves through other people's eyes. I often wonder why some of these do not adopt the method I pursue when I am called in counsel in such cases. I get the opinions of their neighbors and seldom have any difficulty in finding out

what the trouble is. When a merchant fails in business there are usually plenty of his friends and brother merchants who have anticipated the failure and who know just why failure came. Had their candid

## Strength.

Many people "go to pieces" as soon as hot weather comes. Appetite becomes fickle, sleep is not refreshing, energy disappears and strength vanishes. It isn't necessary that such conditions should continue. Our

### Diastatic Malt Extract

is a hot weather help. It is just such a remedy as you need—a stimulant and a nutriment. In addition to supplying food elements, it induces a healthy appetite and renews one's strength.

20 Cents per Bottle; 6 for \$1.

**RUSSELL & LAWRIE,**

Dispensing Chemists,  
**BROADWAY & MAIN STREET.**

Three Licensed Pharmacists.

opinions been secured early enough the catastrophe might have been avoided. It is often hard to get candid opinions and it is harder still for many to ask for them. Yet they can be had and should be obtained.

When a merchant is in a rut it is almost impossible for him to see it for himself. His point of view is wrong; everything looks natural enough to him. He must

look through other eyes, and there are eyes all about him that can render valuable service.

A store, of course, reflects the condition of the proprietor, and often the first thing to be done to start the business on an upward course is to remove the visible signs of discouragement. The stock needs overhauling, the windows need cleaning, the signs repainting and the advertising needs life injected into it. Make your establishment look prosperous and this will be a stimulus that will help mightily in bringing real prosperity.

### Criticism and Comment.

Tarrytown, N. Y.

Mr. U. G. Manning:

Dear Sir—We are constant readers of your department in the AMERICAN DRUGGIST, and believe we derive considerable benefit therefrom. We now avail ourselves of your offer to criticize ads. and enclose several for that purpose. Our greatest competition comes from New York city, and you will see by the ad. headed "Don't Bother" how we try to meet it.

RUSSELL & LAWRIE.

Three of this firm's ads. are reproduced. The Malt Extract ad. is a good one, and if properly supported by others equally good, brought results I am sure. A seasonable remedy of this sort ought to be advertised continually for two or three weeks, the ads. being changed as often as possible.

The "Don't Bother" ad. would have been better had the introductory sentence been held together instead of being distributed throughout the ad. If this had been done the error in the latter portion of it would have been discovered. As printed, it reads: "We sell goods right, prices right, service right." People don't sell prices. Better have said: "We offer right goods, right prices, right service." A trifle more argument can also be used to advantage in an ad. of this kind.

I have doubts about the value of the "Large stores, well stocked," ad. When we appeal to public spirit we often find that sentiment a missing quantity; but we can appeal to private interest with a certainty of getting some response. People may take some pride in the large business houses of their city, but it is a sort of pride that does not strike in very deep, and rarely reaches the pocketbook. They won't trade at the large store because it is large or finely equipped; they are only drawn to it by the selfish motive of getting more or better for their money.

It is also true that no merchant has a right to demand business because he conducts an institution that is an ornament to his city. He doesn't conduct it through public spirit or for the public good; he is running the business through private interest and he does not carry a large stock unless he believes that it will pay to do so. People feel these things and it is better policy to keep your own interest out of sight and appeal always to the interests of the people you seek. I would talk in another tone and would recommend an occasional ad. something after the style of the one headed, "Why our business grows." I do not know enough of the firm to offer this as a model, but it may afford a suggestion.

Mr. F. H. Ruhl, Manheim, Pa., submits a batch of ads. This advertiser's work is always good, but I am inclined to quarrel a little with him about the amount of matter he sometimes crowds into his

space. Two of the ads. are reproduced. The stationery ad. should have had a six-inch space. The first paragraph should have been in larger type, to afford a contrast with the second one. As this was a special sale, it would have been wise to have taken more space. Such a rule is nearly always justified when a special inducement is offered. The increased space in itself gives an air of importance to the ad. This advertising evidently worries a competing stationer, and he is spending

the thousand-and-one things a druggist can find to advertise. There are many communities no doubt where the article could be largely sold for this purpose.

E. B. Heimstreet, Janesville, Wis., sends one of his recipe books. Comment was made on his scheme in a recent issue, though it had to be done rather blindly, as the first book sent me failed to arrive. The book is one of over 100 pages, neatly bound in tinted paper covers. Mr. Heimstreet has secured about thirty-five pages of local and foreign advertising, and this probably covers most of the cost of publication. This being the case, it probably pays to issue it. The recipes are furnished by local residents, and all are signed. They are doubtless good, and the book is one that will be valued by housewives. They will prize it as a gift and feel favorably disposed toward the giver, and it is in the sentiment thus created that most of the value lies. It will be of special interest to those who have contributed to it, and as there are many contributors, the indirect returns may be considerable.

As was said in referring to the scheme before, the trouble about such advertising is that you can seldom be certain that it pays. But if it costs little or nothing to get out these books, their continued publication is justified, because there are certainly some returns. The arrangement is excellent; Mr. Heimstreet gets in some work for himself on every page, and no one can use the book without being reminded of the donor.

#### Advertising from an English View-Point.

The views of the representative drug journal of England on the subject of publicity and promotion in the drug trade will no doubt prove of interest, and for that reason we reproduce the following from the editorial columns of the London *Chemist and Druggist*.

Should chemists advertise to the public? And, if so, how?

These questions must present themselves to most pharmacists in business, and they deserve discussion. In some

way or another every chemist must advertise himself or his business, and, of course, it is obvious that the method suitable to one locality or person cannot be the model for all. The high-class pharmacist in a fashionable neighborhood who only exhibits some mystic sign in his window, whose shop door is kept closed, and who seems to say, "Don't expect any frivolities here; but if there is anything seriously the matter

## Why Our Business Grows.

It is rare to find in a city the size of Tarrytown a drug store so large and perfectly equipped as ours. We do not carry this splendid stock for fun. We carry it because our trade requires it. Stock has grown because public confidence and favor has grown. With large buying and large selling come opportunities for saving. Each succeeding year we are able to serve you better.

We have already made it useless for you to go to the city for goods, and we expect to make it extravagance.

## RUSSELL & LAWRIE.

Three Registered Pharmacists.

with you your needs can be supplied by high-class scientists within." This man is advertising himself in a subtle manner, but no less distinctly than the grocer who offers a framed chromograph with a pound of tea.

That method cannot be applicable to many chemists' businesses. There is nothing like enough demand for pure professional pharmacy to go round, and, moreover, unless the character assumed is fully lived up to, the man who thus represents himself is likely to make himself ridiculous. Nothing but an abundant supply of grace and some real talent can keep him from being a prig. As a rule it is not good policy to vaunt your superiority to the rest of the world. If you are superior to those among whom you move, be satisfied with the knowledge of that fact, and make quiet use of it, but keep it religiously to yourself.

But that kind of advertising is exceptional. The publicity more generally understood is that effected in local newspapers, and by circulars or handbills. Is that advisable, and is it profitable, and how best can it be carried out? In by far the majority of cases we have no doubt of the profit resulting from well-judged advertising. Chemists are among the last to realize how the sales of medicines can be extended by skillful advertising. They have a general knowledge of the repulsive character of many of the articles they sell, but they cannot put themselves in the position of the outsider and appreciate the attractions of those compounds. It is an unquestiona-

## Large Stores, Well Stocked,

Are of great advantage and convenience to a town. It is a source of pride and satisfaction to deal at such stores.

To thrive they must have your liberal patronage—and should have it if fair dealing prevails.

#### MORAL.

Patronize home firms, particularly

## RUSSELL & LAWRIE, DRUGGISTS.

Three Registered Pharmacists.

his money to promote Mr. Ruhl's business. One of his ads. closes in this fashion:

We buy all our stock from the manufacturers. No auction or second-hand stock. No drug store stock on hand at ———.

Any merchant is to be congratulated who has a competitor of this kind.

The paraffine ad. affords an example of

## DON'T BOTHER TO BRING GOODS FROM THE CITY

WHEN

WE

SELL

Fehr's Talcum Powder at.....	15c	Box
Cosmo Buttermilk Soap at.....	22c	"
Listerine .....	85c	Bottle
Naphthaline Balls.....	10c	per lb.
True uncolored Insect Powder.....	30c	" "
Nepenta Hungarian Aperient Water.....	25c	bottle
Beef, Iron and Wine (the best).....	60c	pint
Kent's English Tooth Brushes (best made) .....	30c	
Dempsey & Carroll's stationery.....	20c	up
" " engraving at.....	D. & C.	prices
Huyler's Candies, always fresh, at.....	Huyler's	prices
Park & Tilford's Cigars at.....	P. & T.	prices

GOODS RIGHT, PRICES RIGHT, SERVICE RIGHT.

Money back if not satisfactory.

RUSSELL & LAWRIE. 3 Experienced Pharmacists. They put up Prescriptions.

ble fact that medicines can be sold by advertising. We all know that this is true as regards advertising on a large scale, and it is equally true with advertising in a limited area. But the chemist does not live by medicines alone. He has many other goods in stock which, perhaps, he can advertise with a better conscience than he can his physic. If he can afford it, and if his neighbors are not of the very poorest, he should cultivate his faith not only in his customers' capacity for medicine, but also in their willingness to spend their money on toilet luxuries. All they want is a good and varied stock to tempt them.

There is a tendency noticeable in the "advertising ideas" which we publish from time to time toward the comic. In some circumstances perhaps this may be good business, but it must strike a good many readers as incongruous when applied to medicine. Many people do not like their diseases to be joked about, and they are likely to suspect the sound knowledge of the medicine-dealer who

to his shop, not for the sake of what he can get out of them that once, but to show them the advantage of coming there regularly. That is what he has to aim at. He must believe in himself, in his goods and his customer's judgment. An advertisement which makes a new customer is infinitely more valuable than one which simply sells a particular article; but the advertisement can only be an instrument to that end. The result is only attained by the satisfaction ensured when the advertisement has done its work.

### The Store Window.

The average merchant is paying a good deal of attention to newspaper publicity—by no means as much as his business requires, to be sure, and yet so much more than he did a few years ago as to demonstrate the importance which he attaches to it. He buys more or less space in his home papers, and is beginning to really study in the preparation of the matter with which that space is to be filled. Periodicals relating to this method of publicity are springing up rapidly and flourishing, too. The number of professional advertisement writers is multiplying, and those who are really competent are finding their vocation remunerative. There is hardly a trade paper which does not devote several pages to this all-important subject.

But when it comes to window dressing, says the *Trade Magazine*, there is no such interest manifested anywhere. So far as the writer knows, there is only one journal in America devoted to this subject. If there is a trade paper or any other kind of a periodical that gives it a department it has not come under his observation. One need only walk through the business quarter of any of our towns or cities to be convinced that merchants are hardly beginning to study the art and science of this particular method of advertising their wares. Beyond the larger dealers, and these are usually advertising masters, window dressing, if not entrusted to careless and inefficient hands, is neglected altogether.

A moment's thought should convince the most indifferent of the folly of such a course. We submit a consideration or two.

More people may read the newspaper advertisement, perhaps, but a good many people will see the window in the course of a day, and the display costs nothing.

### You Reach the People You Want to Influence.

The people who read the newspaper advertisement are in their homes, on the cars, or otherwheres, at a distance from the store. Even though they may be attracted by it and resolve to follow it up, there are a thousand and one circumstances to prevent them from coming to the store. The people who are attracted by the window are *right at the door*.

At the very best, the people who read the newspaper advertisement only get a pen picture of the goods. In the window they see the goods themselves.

It is not intended for a moment to intimate that window dressing can in any manner supersede newspaper advertising, which is and always must be the leading and best method of publicity. The writer only wishes to indicate something of the value of this very economical and important method of appealing to the public.

Always keeping the fact in mind that the window trim is an advertisement, that it is not to amuse or delight the public so much as to make money, it ought to be

## AN HOUR'S WORK IN FIVE MINUTES

After the jellies and preserves are made comes the tedious "tying-up" process. Instead of whisky soaked paper for the top pour on melted paraffin. Paper over the top is not needed. It almost hermetically seals it. Helps to guard against fermentation and mould. What would take an hour in the old way can be done in five minutes.

Paraffin is a pure white, odorless and tasteless wax. It is perfectly harmless. 7c.  $\frac{1}{4}$  lb., 12c.  $\frac{1}{2}$  lb., 20c. lb.

When the jelly is to be used the paraffin can be removed as a cake, washed and be used over and over again.

Ruhl's Drug Store,

51 S. Prussian St.

## Stationery Buyers

Will remember our sale of last August. Hundreds of buyers will appreciate the good storekeeping which has brought about this week's showing of stationery. Some of the items are here at just a third of the usual price.

Blaisdell paper pencils, usual price 5c., our price 3 for 5c.; No. 6, high cut, full government envelopes, 2c. a pack; No. 4, colonial linen square envelopes, 4c. a pack, 3 packs for 10c.; Cream octavo linen writing paper, 3c. a quire; white wove commercial note, 8c. a quire; white wove letter paper (8x10 inches), 7c. a quire; 2 oz. jet black ink, 8c.;  $\frac{1}{4}$  pt. ink, 10c.; 3x4 inch pads, 8c. a doz. See our window.

Ruhl's Drug Store,

51 S. Prussian St.

thus refers to them. Unconsciously the reader judges the advertiser by his advertisements, just as we form our opinion of an author from his books. This is a specially important consideration to the man whose advertisements have only a local circulation. His reputation is of more importance to him, financially, in the long run, than the immediate results of any single advertisement can be.

An effective, and, at the same time, a serious method of local advertising is by the reprint labels. A great deal of art and judgment has often been expended on chemists' labels, and it is wise to make the general appearance of that label, as well as the truths it may contain, familiar in the district. This can be best done by getting the printer to supply photographic reproductions of the label suitable for blocks for the local paper—such a label with one or two local testimonials printed below it ought to sell a good article freely and tend to make a property of it.

The large advertiser is generally a good business man. He aims to get customers

comparatively easy to accomplish the task.

Those who are best versed in window dressing endeavor to make each window tell its story so briefly, so simply, and, at the same time, in a manner so artistic as to challenge the attention of the passer-by, arouse his interest, and, finally, to induce him to enter the store and purchase. This explains their success.

## National Wholesale Druggists' Association.

A preliminary announcement has been issued by the executive committee on entertainment in relation to the twenty-third annual meeting of the National Wholesale Druggists' Association, which is to take place at Richmond, Va., on the 11th, 12th, 13th and 14th of October.

The committee on arrangements have obtained rates at the Jefferson, one of the handsomest hotels in the country, American plan, at \$4 per day, or rooms with baths at \$5 and \$6; European plan, from \$1.50 to \$5 per day. Members wishing to secure rooms in advance will please correspond with P. M. Fry, manager of the Jefferson, or, if they prefer, the committee will secure rooms for them if advised in advance.

The railway lines have granted the usual concession, making a one and a third rate for the round trip. Tickets will be good going three days prior to October 11th and returning three days after the 22d.

The committee have provided a pleasant programme for the members and their ladies, which will include a trip down the historic James to Old Point, passing many places of interest. It will aid the committee very much if members expecting to attend will notify the chairman, R. W. Powers, of Richmond.





## COMMISSIONER BLACKBURN AND THE TREASURY CHEMISTS.

### Trouble for Sugar Dealers in the Buckeye State.

CINCINNATI, O., Aug. 5.—A short time ago Hon. Joseph Blackburn, the State Dairy and Food Commissioner, received an inquiry from Washington, D. C., as to whether Ohio needed the services of a United States government chemist. It may be stated that Mr. Blackburn is of the opinion that the Buckeye State is perfectly able to take care of itself, so far as protecting her people against impure food is concerned. The Commissioner yesterday sent a respectful, but caustic, letter to Mr. Alvey A. Adece, Acting Secretary of State. The letter in part is as follows: "Referring to your inquiry as to whether the competent authorities of this State will desire to avail themselves of the assistance of a Treasury chemist, I have to say that this department has five thoroughly competent chemists of its own, and feels fully equipped and capable of discharging its duties in a manner satisfactory to all concerned, with the possible exception of a few that have been attempting to violate the pure food laws of this State. I infer, however, from an examination of the copy of the letter signed R. Fleming Crooks, that it is his desire that a Treasury chemist come to this State in the interest of the defendants in the cases where prosecution has already commenced. The value of the services of a Treasury chemist will, in my opinion, depend on the capacity in which he appears in this proceeding. If he comes representing the National government with the single desire to ascertain the facts in the case, it will afford this department much pleasure to welcome him and place every means possible in his power to ascertain the exact truth.

"I am led to believe, however, that the Treasury chemist comes at the suggestion, in the interest and under the pay of the sugar importers of New York city or their clients, and the presumption would be, under these circumstances, that he is more interested in securing a verdict for the defendants than he would be in learning the exact cause of the present controversy. Referring to the recent exchange of telegrams between yourself and this department, I desire to say that I will be glad to submit samples of adulterated sugar known to be shipped into this State by Crooks & Company, of New

York, for an examination by any competent chemist that you see fit to name. The only condition that I care to make is that I shall have a prompt and complete copy of the analysis as soon as made. My reason for making this request is that a garbled and misleading, if not totally false, statement, has been sent out from New York city by this same Robert Crooks & Company. I await your reply with some interest. Very truly yours,

"J. E. BLACKBURN,  
"Dairy and Food Commissioner."

### Druggists Off for the Klondyke.

Dr. H. C. Bowers, a well-known physician and druggist of Louisville, Ky., has sold his pharmacy at Tenth and Jefferson street, in that city, to seek his fortune at the Klondyke gold mines.

Dr. Bowers spent the day of July 23d in getting his supplies, drugs and medical instruments together. Everything that could be used by a physician was packed away and shipped to Seattle, Washington. Dr. Bowers took the train for Indianapolis. He will spend two days there and then leave for Seattle, where he will take a steamer for St. Michael's, at the mouth of the Yukon. From St. Michael's he will go up the Yukon to Klondyke.

It is said that Dr. Bowers has \$4,000 with which to make the trip and establish himself in his new field of labor.

The expense of the trip, as estimated by Dr. Bowers before he took his departure, is as follows: Railroad fare from Louisville to Seattle, \$112.50; sleeping berth, \$9; meals, \$9; transportation from Seattle to Circle City, \$150; necessary clothing for the severe Northern climate, \$100. This aggregates \$370.50. The mining outfit is not included in this, or the food along the route from Circle City to the mining districts. However, this is a liberal estimate, and could be considerably lessened by others not so well supplied with funds.

We learn that a company has been organized in this city to prospect for gold in the Klondyke region, and that Professor Stevens, of the Brooklyn College of Pharmacy, is connected with it in the capacity of mining engineer. The president of the new company is J. A. McPherson, of the New York Consolidated Exchange. Professor Stevens informs us that shares in the new company are held at a low rate, and a special effort is being made to get the druggists of Greater New York interested in the scheme. He states that a scout has been already dispatched to the mines to look after the interests of the company.

## VIRGINIA PHARMACEUTICAL ASSOCIATION.

### Interesting Session at Charlottesville.

The Virginia Pharmaceutical Association convened its sixteenth annual meeting at Jefferson Park Hotel, near Charlottesville, Va., July 20th. The meeting continued three days, coming to a close on the 22d. The first session was held on the 20th, but little business was transacted other than the address of welcome by Mayor McCue, whose speech was responded to by Hugh Blair, of the association. Judge Duke, of Charlottesville, welcomed the pharmacists in behalf of the pharmacists of Charlottesville, and was responded to by Jas. L. Avis, the president of the association. The session closed with a complimentary ball and banquet, tendered the visitors by the fraternity of Charlottesville.

The morning session on the 21st was taken up with the reading of papers and routine business. Prof. J. W. Mallett, of the university, read a paper on the "Practicability of Testing the Quality of Drugs Sold," which was discussed by Messrs. Polk Miller, Church, Blair and Fleet. A paper entitled "Side Lines," by C. G. Maphis, followed this, after which the session adjourned. The afternoon was occupied in visiting the buildings of the University of Virginia, the Brooks Museum of Natural Science and the splendid chemical laboratories of the university. At the conclusion a tramp to the Monticello wine cellars was made, where some excellent wine was served by the manager of the company, Renow.

Retiring to the hotel, a night session was called about nine o'clock. Prof. Dunningham, of the university, delivered an instructive lecture on "Water," which was illustrated with experiments. The reading of papers followed, namely: "Percolation," by C. B. Fleet; "Why Clerks Should Become Members of the Association," by A. Brennamin, and "The Microscope," by Dr. M. D. Hoge. After some desultory talk the session adjourned to permit the members to hear some of Polk Miller's songs and stories in the hotel parlor. The morning of the 22d was taken up in visiting Monticello, the beautiful home of the confederate president, which was reached after a few minutes' ride on a tally-ho. On returning to the hotel and dinner over, a session was called at three o'clock. The first business transacted was the report of the committee on the time and place of next meeting. Natural Bridge was selected as the place, and the time July 19, 1898. The reading of papers was again taken up, and F. M. Wills read one on "The Condition of the Drug Business and the Remedy," which was followed by two others on the same subject by Messrs. J. B. Purcell and R. W. Powers, which were read by the secretary in the absence of the authors. Another paper on "Advertising," by M. P. Gould, was read by the secretary, and still another by G. E. Banksdale, on "Native Medicinal Plants." After the reading of papers the Committee on Adulterations was called upon to report, and the chairman, Geo. E. Banksdale, reported that thirty-seven samples of drugs and food products had been examined, with the result that many were found to be very im-

pure. The session closed in time for the members to visit the McCormick Observatory for a look at Saturn through the big telescope. On the return to the hotel from this jaunt, the last session was convened. Laboratory notes were read by C. B. Fleet and G. E. Banksdale, which were discussed by several members, and then the subject of an "Association Formulary" was taken up, but no action was taken. The award of prizes for exhibits was then made. The first prize of \$10 was awarded C. B. Fleet. A United States Dispensary to Geo. E. Banksdale, and two cases Malto Nutrine to the same exhibitor. C. G. Maphis won the prize of ten dozen Bromo Seltzer.

The following are the officers elected for the ensuing year: President, James L. Avis, of Harrisonburg; vice-presidents, C. G. Maphis, of Charlottesville, B. F. Hughes, of Staunton, A. B. Heistand, of Norfolk, John L. Hagan, of Danville; secretary, C. B. Fleet, of Lynchburg; corresponding secretary, C. H. Lumsden, of Lynchburg; local secretary, G. H. Gorrell, Jr., of Lexington; executive committee, E. Rothlein, J. G. Camm and E. C. Hamner, all of Lynchburg.

The following names will be submitted to the Governor for vacancies in the Board of Pharmacy: W. R. Martin, of Norfolk; Frank G. Baker, of Winchester; E. R. Link, of Charlottesville; W. H. Craig, of Lynchburg, and A. E. Smith, of Williamsburg.

### THREE - YEAR COURSE AT PHILADELPHIA.

PHILADELPHIA, Aug. 5.—There is considerable discussion in reference to the extra year's time added to the course at the College of Pharmacy, and it is contended by many that it was a mistake to add this year on at this period, although it is generally believed that it will be a good thing for the college eventually. Owing to the hard times and to the refusal of some large colleges to take the same step, it is thought that it was unfortunate to make the move now, as the shorter term makes many students give other colleges the preference. Besides this, there is considerable antipathy displayed in this State by would-be students to taking up the course at the Philadelphia College of Pharmacy, for its diplomas are not recognized by the State authorities, all graduates being compelled to undergo an examination by the State Pharmaceutical Examining Board before they are allowed to practice. To this no doubt in a measure is due the decrease in the number of matriculants, although the amount of revenue received is just about the same now as under the two years' course.

Several years ago, when it was suggested that a diploma from the College of Pharmacy should entitle the recipient to beginning business without going through the ordeal of an examination before the State Board, there was considerable opposition aroused among leading wholesale druggists, as well as those prominent in retail circles. It appears, however, that there has been a change in the sentiment and those who were the most bitter in their opposition to any change tending to give the diplomas of Philadelphia College of Pharmacy any recognition now had just the reverse

opinion. At the time when the bill was brought up, it was claimed that it would lead to the chartering of a number of bogus pharmacy colleges and that their diplomas would become very common and that the practical working of the measure would be detrimental to the good of the people. It is now thought that if a clause could be inserted in the bill giving the Philadelphia College of Pharmacy the right to issue diplomas which would be received by the board without any further examination that those who are against the former bill would be in favor of this. It has been suggested that at the next meeting of the Legislature a bill be introduced by which one who possesses a diploma from the college may be registered without examination.

### Ohio Druggists Criticised for Not Observing the Poison Section of the Pharmacy Law.

#### Many Drugs Inspected and Found Not to Be Up to the Standard.

CINCINNATI, Aug. 5.—State Drug Inspector Fred Herbst yesterday submitted an interesting report to Dairy and Food Commissioner Blackburn. It is in part as follows: "I have thus far made inspections of drugs in over 100 drug stores in the State of Ohio, and in a majority of instances I am convinced of a desire upon the part of the pharmacists to comply with the law regulating the sale of drugs within the State. The druggists of Ohio are to be congratulated on the fact that of the drugs on sale throughout the State, those manufactured by the resident pharmacists are believed to be not only standard, but better quality relatively than those manufactured by various houses for sale to the wholesale trade and shipped here from without the State; notwithstanding which great care should be exercised in the preparation of tinctures, fluid extracts and other official preparations. The law regulating the manner in which poisonous drugs shall be labeled has not been observed with that degree of diligence which the law and the importance of the subject demands. Especially is this true in the smaller cities and towns of the State. In my inspections I have given special attention to a line of drugs which in my judgment are most likely to be adulterated. I append hereto a partial list of such drugs which have been inspected and I have reason to believe are not up to the proper standard, but their quality cannot be determined until the chemist's report is returned: Cod liver oil, cod liver oil emulsions, laudanum, bay rum, tincture of iron, tincture of iodine, tincture of ginger, essence of peppermint, syrup of iodide of iron, malt extracts, mercurial ointment, balsam copaiba, oil of peppermint, tincture of arnica, tincture of nux vomica, oil of lemon, oil of sassafras, calomel, wine, whisky, official fluid extracts, official tinctures, official elixirs, official syrups, tablet triturates, morphine tablets, quinine tablets, quinine capsules and pills, alcohol, pepsin, oil of sweet almonds, tincture of cinchona, spirits of camphor, oil of wintergreen, creosote."

### STILL HOPE FOR SINGLE-LINE DEALERS.

#### CHICAGO COMMON COUNCIL GIVES RELIEF TO BUTCHERS AND GROCERS.

##### Druggists to Follow the Lead of the Grocers.

CHICAGO, July 17.—The Chicago Common Council at its last meeting, July 12th, passed two ordinances that should arouse the druggists of this city to action. The ordinances in question have a direct bearing on department stores. They show a fine regard for the proper care of groceries and meats together with a total disregard of drugs and medicines, which require skillful handling. The first of these measures provides that no groceries or meats shall be sold in a store where dry goods, hardware, jewelry and drugs are sold.

The other ordinance is to safeguard liquors, wines and beer from similar contamination. Upon motion of Alderman Harlan, the word "drugs" was stricken out of the second ordinance, so that the sale of spirituous liquors in drug stores will not be interfered with. It has been suggested by some members of the drug trade that ordinances be drafted and presented to the Council upon its reassembling in September prohibiting the sale or dispensing of drugs, medicines or poisons for internal or external use where dry goods, hardware and other similar merchandise is sold. If it is public policy to guard articles of diet and drink from contamination with mixed merchandise, it should certainly be for the weal of the people in general to see that drugs and medicines receive the same care. If the food of those in health requires discrimination in handling, the articles used in the sick room cannot be too closely guarded.

#### Possibility of Relief from Department Store Competition.

One phase of this question which should appeal to the druggists is its bearing on department stores. This is the first relief that has appeared since the knock-out administered by the Legislature to the department store bill. It gives an excellent plan for action, and should be pushed with vigor, according to some who have followed the department store matter closely. Until this matter came up little was heard of department stores, and although the matter was far from being forgotten, the druggists allowed it to remain as it was, apparently for lack of any plan that gave assurance of success. It is quite likely that the plan devised by the butchers, grocers and liquor dealers will be followed by the druggists at the earliest opportunity.

#### That Mythical Drug Trust.

Six wholesale druggists of Nashville, Tenn., were indicted a few days ago for violating the State law against trusts, the charge being that on June 15th they had entered into contract with manufacturers of certain proprietary medicines not to sell at less than a given price. The men indicted are: W. W. Berry, John A. Demoville, S. L. Wharton, D. D. Phillips, E. M. Neal and I. J. Webb.



## A. P. A.

## Routes and Rates to Minnetonka Meeting.

## Programme of the Convention—Business First, Pleasure Afterward.

The forty-fifth annual meeting will be held at the Hotel Lafayette, Lake Minnetonka, Minn., beginning Tuesday, August 24, 1897, at 2.30 p. m. Following is the programme adopted by the council.

## Programme for the Meeting.

The following programme for the forty-fifth annual meeting of the American Pharmaceutical Association, to be held at Lake Minnetonka, has been

Lectures by Presdt. Northrup and Prof. F. J. Wulling, of the University of Minnesota.....8.30 p. m.

SUNDAY, AUGUST 29, 1897.

Devoted to rest.

MONDAY, AUGUST 30, 1897.

Trip to Taylor Falls and dells of St. Croix.

TUESDAY, AUGUST 31, 1897.

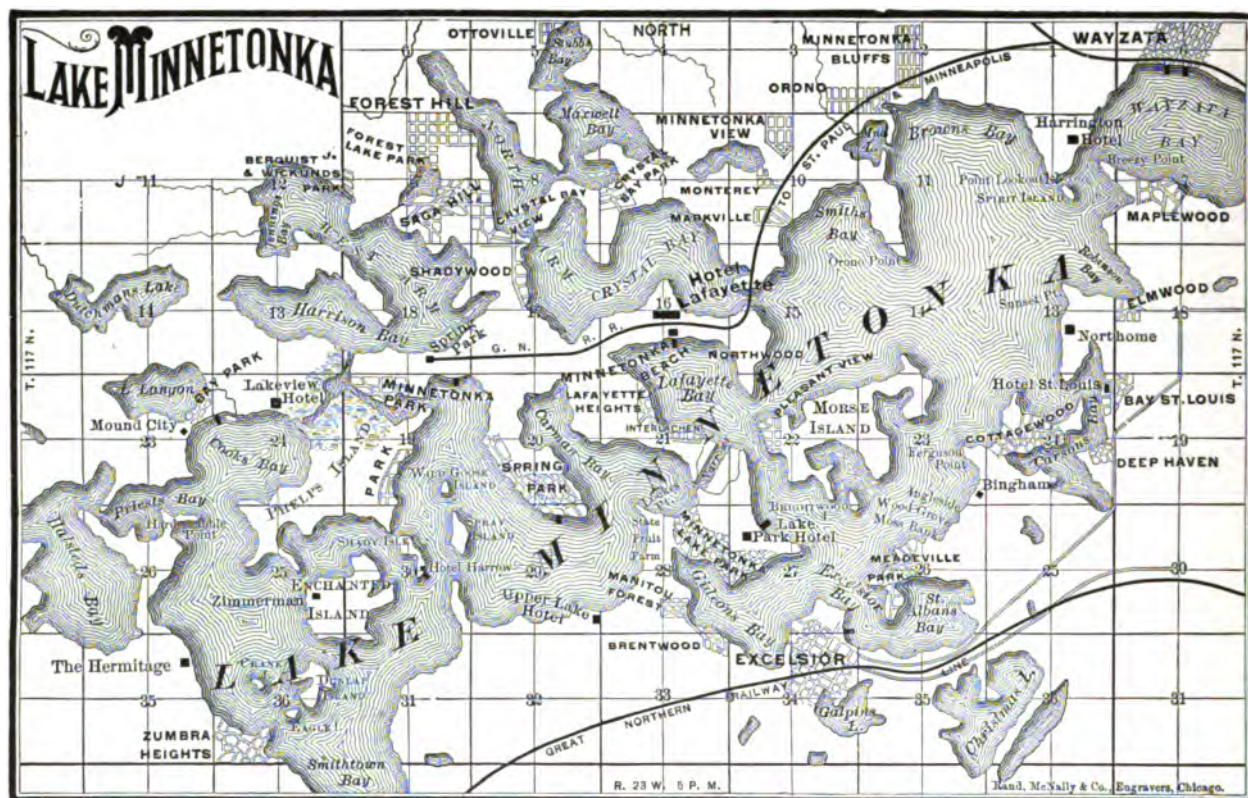
Trip by cars and carriages of the Twin Cities (Minneapolis and St. Paul).  
Evening—Banquet.

**Credentials of Delegates.**—Credentials of delegates should reach the General Secretary at his office, 109 Aisquith street, Baltimore, Md., not later than August 15th; after that date they should be sent in care of the local Secretary.

**Proposals for Membership.**—Propositions for membership may be sent to the Secretary of the committee, George W. Kennedy, Pottsville, Pa., up to August 15th, after which date they should be sent in care of the local Secretary.

**Essays and Papers** to be read at the

ger Associations and the Fitchburg Railroad for New England have agreed to furnish round trips for one and one-third fare on the certificate plan. The return trip is limited to a continuous journey. When purchasing a ticket to Minnetonka, members must secure a certificate properly signed by the ticket agent at the point of departure, paying one full fare for the ticket, and upon presentation of said certificate to the union agent at Minneapolis or Lake Minnetonka, after counter-signature by the General Secretary, a return ticket will be issued at one-third rate. Tickets to Lake Minnetonka must be purchased between the 21st and 27th of August and return tickets within three days after final adjournment of the meeting or before September 9th. Through the courtesy of the Chicago, Milwaukee & St. Paul Railroad, A. E. Ebert and H. M. Whelpley have succeeded in securing a one-fare rate for the round trip from Chicago and St. Louis, and Western mem-



MAP OF LAKE MINNETONKA, SHOWING MEETING PLACE OF THE AMERICAN PHARMACEUTICAL ASSOCIATION AT HOTEL LAFAYETTE.

adopted by the council and supersedes that which was announced some weeks since:

## TUESDAY, AUGUST 24, 1897.

Council meeting .....11 a. m.  
First general session.....2.30 p. m.  
Meeting of Nominating Committee.....6 p. m.  
Reception and promenade concert.....8.30 p. m.

## WEDNESDAY, AUGUST 25, 1897.

Second general session.....10 a. m.  
Commercial section.....2.30 p. m.  
Travelers' entertainment .....8.30 p. m.

## THURSDAY, AUGUST 26, 1897.

Scientific section .....10 a. m.  
" " .....2.30 p. m.  
" " .....8.30 p. m.

## FRIDAY, AUGUST 27, 1897.

Section on Pharm. Educat. and Legislat. 10 a. m.  
" " .....2.30 p. m.  
" " .....8.30 p. m.

## SATURDAY, AUGUST 28, 1897.

Third general session (final business session) .....10 a. m.  
Boat ride.....4 p. m.

meeting should be forwarded to the chairmen of the respective sections, viz., Education and Legislation, Prof. C. S. N. Hallberg, 358 Dearborn street, Chicago, Ill.; Scientific Papers, William C. Alpers, Esq., Merck Building, New York, N. Y.; Commercial Interests, Lewis C. Hopp, Esq., 198 Euclid avenue, Cleveland, O.

**Hotel Rates.**—A rate of \$2.50 per day has been fixed by the management of the Hotel Lafayette for the members of this Association. Quarters may be secured in advance by addressing the local Secretary, Edward Shumpik, Esq., 191 North Washington avenue, Minneapolis, Minn.; in order to avoid a rush and confusion, early application should be made for same.

## Transportation.

**All Rail Routes.**—The Western, South-eastern, Central and Trunk Line Passen-

bers desiring to avail themselves of this reduction should apply to either of these two gentlemen. William J. M. Gordon, of Cincinnati, is hopeful of also securing a one-fare rate for his territory, covering the lines of the Central Traffic Association and lying between Buffalo and Chicago east and west and the lakes and Louisville north and south, but at this date no definite action has been taken by the Central Traffic lines; further information may be had of Mr. Gordon.

**By Lake Steamer.**—As some of the Eastern and Southeastern members may prefer a water trip during the hot weather, arrangements have been completed by S. A. D. Sheppard, of Boston, and Chas. Carpan, of Baltimore, for a party to meet at Buffalo on the morning of August 20th, spend the day at Niagara Falls and leave Buffalo on the evening of the same day on one of the large steamers of the Northern Steamship Company.



This party will leave the Union station, Boston, via the Fitchburg road at 3 p. m., Thursday, August 19th, and will be joined at Ravenna by a party from the southward, leaving Franklin street, New York city, at 5.45 p. m. via the West Shore road, and arriving at Niagara Falls at 7.03 a. m. on Friday, August 20th. After spending the day at Niagara Falls and Buffalo, the party will sail at 10.15 p. m. via steamer Northwest for Duluth.

At Duluth a train will take the tourists direct to Hotel Lafayette, on Lake Minnetonka.

#### Rates and Routes from the East.

The Eastern members of the Transportation Committee have issued the following circular:

#### TO THE MEMBERS OF THE ASSOCIATION:

All the railway lines, except those in the New England States, where the Fitchburg line alone has made the concession, have made a special rate of one and one-third fares for the round trip to Chicago and one fare from that point to Lake Minnetonka for persons attending the annual meeting of the American Pharmaceutical Association, to be held at Lake Minnetonka, Minnesota, beginning August 24th. When purchasing tickets to Lake Minnetonka, railroad agents should be asked for a receipt on a Trunk Line or an Eastern Association certificate, and full fare must be paid going. On presentation of these certificates at Lake Minnetonka, return tickets, good till September 9th, may be purchased over the same route at one-third the full rate fare east of Chicago, no charge being made for return ticket to Chicago.

#### ALL-RAIL ROUTES.

**FROM BOSTON.**—Parties desiring to go by rail should leave Union Station, Boston, via the Fitchburg road, at 3 p. m. August 21st, joining at Ravenna, on the West Shore Road, the party from New York. Tickets should be purchased via Fitchburg, West Shore, Wabash and Chicago, Milwaukee and St. Paul roads direct to Lake Minnetonka. For rates see table.

**FROM NEW YORK.**—A party going by rail from New York City, will leave via West Shore Railroad, 5.45 p. m., on Saturday, August 21st, arriving in Niagara Falls on the morning of August 22d, at 7.03, spending the day in Niagara Falls and leaving via Wabash Line at 4.48 p. m. for Chicago. This party will arrive in Chicago at 7.53 a. m., on August 23d, and, by special courtesy of the proprietor, will make the Great Northern Hotel the headquarters for the day, leaving Chicago via C. M. & St. P. R.R. on the special A. P. A. train, arriving at Lake Minnetonka at 9.45 a. m. August 24th, in time for the first meeting of the council, which occurs at 11 a. m. For rates see table below.

#### BY LAKE STEAMER.

A special reduction in rates has been secured from the Great Northern Steamship Company, the rates being given in the accompanying table.

**FROM BOSTON.**—Those desiring to go from Boston via steamer should join Mr. S. A. D. Sheppard and party at Union Station, Boston, at 3 p. m. August 19th, who will leave via Fitchburg and West Shore lines, and will arrive at Niagara Falls at 7.03 a. m., August 20th. The day will be spent at Niagara Falls

and Buffalo, the party leaving Buffalo at 10.15 p. m., Eastern time, on the steamer Northwest, arriving at Duluth, Minn., at 6.30 p. m. Monday, connecting there with train and arriving at Lake Minnetonka on Tuesday morning in time for the convention. For rates see table below.

**FROM NEW YORK.**—Parties desiring to go via steamer should leave New York City via West Shore Road at 5.45 p. m. August 19th, connecting at Ravenna with party from Boston, the remainder of the journey being the same as that laid out for the Boston party as above.

#### COST OF ROUND TRIP.

	ALL RAIL ROUTE.		LAKE AND RAIL.		
	Fare.	Sleeper.	Fare.	St'er'm.	Sleep'r
Buffalo .....	\$27.50	\$10.00	\$27.20	\$10.50	\$3.00
Boston .....	37.70	14.00	46.20	10.50	
New York .....	33.60	14.00	35.20	10.50	
Philadelphia .....	33.60	14.00			
Baltimore .....	33.60	14.00			
Washington .....	33.60	14.00			

Applications accompanied by check should be made at once for sleeper accommodations or staterooms. Staterooms for thirty have been reserved, but these are nearly all engaged.



View on the Upper Mississippi near St. Paul.

The circular is a joint one, and is signed by:

S. A. D. SHEPPARD,  
1129 Washington St., Boston.  
CASWELL A. MAYO,  
66 West Broadway, N. Y.,  
Members of Transportation Committee.

#### The Suit Against the N. W. D. A.

#### John D. Parke & Son Co. Ask Leave to File an Amended Complaint.

Notice for leave to submit an amended bill of complaint was filed last month by Swayne & Swayne, of New York City, acting as counsel for the John D. Parke & Son Co., of Cincinnati, in their suit against members of the National Wholesale Druggists' Association for alleged conspiracy in restraint of trade. The features of the original complaint have already been presented in these columns.

The amended bill has been prepared to meet some of the criticisms of the original bill made by Judge Russell, of the Supreme Court, decree entered Oct. 12, 1896, granting a qualified injunction, a preliminary injunction having been granted by Justice Truax some months previously. In the order of Judge Russell the defendants were enjoined from conspiring or combining together, or with any other person or persons, to prevent the plaintiff from freely purchasing or selling proprietary goods or medicines, but were not enjoined from imparting information as to the manner in which the plaintiff conducted his business. In a memorandum accompanying that decree the Judge stated that there were so many difficulties in the way of specifying in detail precise acts, that the language of the injunction had been made general.

In the amended bill, therefore, the defendants have been classified so as to separate those who have participated in the alleged conspiracy from those who were not directly concerned. The complaint

throughout is made more specific, and a large amount of new material has also been added. Specific resolutions adopted by the Association and alleged to indicate an intention to conspire have been inserted. A large amount of correspondence between the Committee on Proprietary Goods and druggists throughout the country has also been introduced in the form of exhibits. The charge of conspiracy in restraint of trade is the burden of the present bill, as of the original complaint. The bill recites, among many other charges, that "thereby this plaintiff has been and is unable to obtain any supplies of the goods of many of the manufacturers and proprietors who have adopted the said rebate or contract plan." The bill concludes by asking for various injunctions.

## THE PABST BREWING CO. HAVE A PLAN TO STOP PRICE-CUTTING.

### Novel and Interesting, if Practicable.

The Pabst Brewing Company of Milwaukee are the authors of a somewhat remarkable contribution to the history of price-cutting. It is contained in a pamphlet issued under the title, "A plan to stop price-cutting, being a compilation, or epitome, of the opinions of retail druggists of the United States, as expressed by them in the prize competition conducted by the Pabst Brewing Company, proprietor of Pabst Malt Extract, the best tonic. Also the awarding of prizes with portraits of winners." The history of the pamphlet is told in the introduction as follows:

Early in the year we (Pabst Brewing Co.) issued the now famous "Red Circular," offering cash prizes aggregating \$500 for the best plan to be submitted by the members of the retail drug trade for preventing the cutting of prices on proprietary articles. We also promised to present a plan combining the most practical features of those submitted, to the National Wholesale Druggists' Association and to the Association of Manufacturers of Proprietary Medicines, and urge that it be put in operation.

The retail druggists have no National organization. (?) They have never been able to combine their ideas on a cut-price plan. Our prize offer was their first opportunity; they availed themselves of it wonderfully. We are the friend of the druggists, and have so far borne the expense. We will go further. We will, at our own expense, give them the opportunity to again express themselves, and have set aside \$4,000 for the purpose of gathering their further views and in helping them to perfect a plan of protection. In presenting the report of the committee herewith we do not claim any responsibility, neither do we approve nor disapprove it, acting entirely as a medium through whom the retail druggists may express themselves on this important question.

We learn from the pamphlet that the first prize of \$250 was won by "F. M. Goodman, Ph.G., dean, School of Pharmacy, University of Illinois," a gentleman who should be well acquainted with the National Retail Druggists' Association, whose existence is ignored by the authors of the pamphlet. The committee to whom the papers were referred for consideration was composed of Prof. Goodman and a representative each of the wholesaler, the retailer and the manufacturer, and the names and qualifications of the gentlemen composing the committee are thus set forth:

F. M. Goodman, Ph. G., McHenry, Ill., winner of the first prize, and professor of materia medica and botany, University of Illinois.

Peter Van Schaack, head of the wholesale drug house of Peter Van Schaack & Co., Chicago.

Albert E. Ebert, a leading retail druggist of Chicago, and prominent in National Pharmaceutical Clubs.

Joseph R. Kathrens, of Milwaukee, representing the proprietary manufacturer.

If the pamphlet of the Pabst Brewing Company had been edited by a person in touch with pharmacy, we should have been spared some of the anomalies contained in the introductory paragraphs. It will certainly be news to many that Albert E. Ebert is "prominent in National Pharmaceutical Clubs." For information concerning these clubs, which we now hear of for the first time, we must refer the curious to the Messrs. Pabst. Retail druggists will find it hard to believe that Mr. Ebert signed his name to the statement that

Pharmacists make poor soldiers in the pharmaceutical (sic) army, as they always refuse to sustain

or follow a leader. Their professional standing has been greatly lowered by the unthoughtful and misguided members of pharmaceutical associations, by the ardent recommendations of pharmaceutical writers and "eminent gentlemen" in allied professions or connected with trade or pharmaceutical journals in various capacities,

or that

There is scarcely a man among common, modest, attentive, every-day business pharmacists who would not just as soon sell a bottle of patent medicine at regular price as to compound a physician's prescription, yet our talkative friends who do so much for pharmacy tell the poor devil whose vision is growing dim, to get out on the branch and saw it off to save himself, "don't sell patents at all"; sell non-secret stuff that is entitled to no more confidence than a patent "as your own." And some of our garrulous friends are trying to hoodwink us by saying this is not substitution, but competition. They declare that patent medicines have no legitimate place in medicine, pharmacy or domestic practice.

If so, it is a new role for Mr. Ebert to play. Can he be the author of this choice bit of revelation?—

Our grandmothers were pretty well versed in the use of simples, and as pharmacy advanced, preparations, uniformly bottled and neatly labeled, replacing infusions and decoctions, were made for them, from their own formulas. They were good nurses, practiced midwifery more or less, and incidentally sold many bottles of their favorite remedies. Some of the blood purifiers, tonic bitters, pills, etc., are prepared from these same old formulas or modifications of them, and who will say their manufacture is not legitimate?

All of the citations quoted are contained in the first half of the report, which is evidently not the work of a pharmacist or a person connected with pharmacy. The pamphlet eulogizes patent medicines and condemns medical and pharmaceutical journals in one breath in the following manner:

Patent medicines are the legitimate outcome of the advance in pharmacy, and those most loudly decrying their use and usefulness are those engaged in publishing or editing medical and pharmaceutical journals, which give page after page of approved formulae and prescriptions for some man of means to catch onto and float.

Aside from this there is, however, much matter of interest in the committee's report, and we are pleased to give wider publicity to the plan proposed by it to prevent cutters from getting supplies of proprietary medicines. We quote the plan proposed by the committee in full as follows:

#### THE COMMITTEE'S PLAN.

The Proprietors' Association is to agree upon some thoroughly capable person not engaged in manufacturing, but conversant or familiar with pharmacy in the three branches, manufacturing, jobbing and retailing—a broadly intelligent member of either branch being competent to serve as manager and pretor.

All manufacturers, whether great or small, regardless of any existing organization, are requested to give their active and moral support, by filling out a blank form, on honor, to carry out instructions conveyed to them by said pretor.

The pretor shall adopt a number or combination of letter and number for each and every wholesale druggist. This list of emblems he will furnish each member, who shall conspicuously stamp them on the label and wrapper of each and every bottle, box or package furnished each and every wholesale druggist, according to said list.

Each and every bottle, box or package shall be numbered consecutively. All bottles, boxes or packages sold in less than dozen quantities shall be put up in quarter dozens, which may be parceled and cased to suit the convenience of the manufacturer.

The wrapper of each quarter dozen shall be marked with the highest number contained, thus affording a package number.

The highest package number shall be marked on the case, constituting the case number.

Manufacturers must bill all goods to wholesale dealers by case number.

They must refuse all orders from firms or individuals not placed on the emblematic list by the pretor, and the pretor will assign emblems only to wholesale druggists.

Manufacturers will, until instructed to the contrary, furnish goods at a uniform price, regardless of quantity purchased.

We are aware that this is asking for the re-

jection of well-established business rules, but it does not necessarily follow that because a rule has been adopted it is a good one, or that some other scheme might not be more advantageous. The difference in price thus gained to the manufacturer will enable him to deliver his goods, freight paid, so that the wholesale price will be the same in Texas as in New York.

If cutting in prices is reported to any manufacturer, he or they will report it at once to the pretor, who will request a bottle, box, or package sent by express, and upon locating the wholesale dealer, will communicate with him, urging him to trace the goods after they left his hands, and unless fully satisfied with the sincerity of the wholesaler, said pretor will remove his emblem from the list and instruct each and every manufacturer to cease sending goods to said wholesaler.

Manufacturers will not accept any provision of this plan till the pretor has satisfactory evidence of faithful and determined allegiance on the part of pharmacists. Manufacturers must regard wholesalers and retailers as their agents.

The pretor will collect an annual fee of — dollars from each manufacturer, and will file a due and sufficient bond.

Wholesale druggists are desirable as distributing agents, and this plan expects the National Wholesale Druggists' Association to appoint or elect a manager or pretor, of the character and as provided under Proprietors' Association above mentioned.

They shall indicate earnestness and fealty by filing an agreement with their pretor to carry out all orders from him to their utmost ability; to faithfully act as agent for manufacturers, controlling the sale of their goods and confining them to their legitimate channel.

Wholesalers must bill all goods by name and package number, and under no circumstances are they to open an original package.

They will sell only to pharmacists and will control, as far as possible, their supply by the known capacity of each.

They may exchange goods with each other on such terms as they may make among themselves; provided, such sale or exchange does not release the firm whose emblem is displayed on the wrapper, if such goods are subsequently found in the hands of cutters.

Under the same conditions they may supply goods to country pharmacists through wholesale dealers, provided the name, location and registration number of said pharmacist is given.

No goods, within the meaning of this plan, shall be furnished anyone not a pharmacist, except at full retail price; and not to a pharmacist, if he is known to cut prices or to be in the employ of a firm who do; and, if a pharmacist reports to a wholesaler that goods bearing his emblem are on sale in a cutter's establishment he will proceed at once to tracing through whose hands the goods passed, report the same to the pretor, who will investigate the matter and direct all wholesalers to refuse the goods of all manufacturers to the guilty party, or if the pretor is satisfied the wholesaler is guilty, he will request the manufacturers, through their pretor, to cease selling him goods of each and every manufacturer.

The pretor shall file a bond as provided for above, and shall collect a fee of — dollars from each and every wholesaler. We suggest in this case also, the fee be as nominal as possible and the agreement be made on honor.

Retailers. As this class is more numerous, and as a consequence more difficult to control, we hope to band them together without an organization. Each man must be reached in his own shop and never asked to leave it.

In the interest of the present movement one pharmacist in every village and town and several in larger cities, must agree to act as collector. Each will record the name and address of all the pharmacists who are willing to accept the agreement, and then send his own name and address, together with the number under his control, to one agreeing to be collector for the county seat, who, in like manner, will report to one in the State capital, and these from the several States will report to one elected at a meeting of the Proprietors' Association and National Wholesale Druggists' Association as retail pretor.

All pharmacists must agree on honor to carry out the instructions of their pretor conveyed to them by their respective collectors.

They must maintain prices, not sell to cutters, report cases of cutting as soon as possible to their pretor, who will investigate without fear or favor, and call upon the pretors of the wholesalers and the manufacturers for assistance in cutting off the supply of all goods to the offender.

The retailers must pledge themselves to buy only of wholesale druggists. The retailer must not expect cutting to wholly cease, for department stores will cut more or less, even though they pay full retail price for the goods.

The pretor will receive, through the collectors, an annual fee of — dollars from each and every pharmacist, file a sufficient bond with the treasurer of the N. W. D. A. All funds collected



shall be deposited with the treasurer of the P. A., who will pay all bills and warrants that may be presented, properly indorsed by a pretor.

Collectors and pretors will conduct their business by mail. Collectors will draw on pretors for postage expenses. Pretors will furnish all printed matter, forms, agreements, etc., and will draw salaries from the united fees, which becomes a general fund for the three branches. The three pretors are to constitute a committee of last appeal.

Your committee would add: That they regard wholesalers and retailers as agents or carriers, just as an express company, who, for a fee, agrees to deliver certain goods when called for. That while we are at work on this subject we must seek and insist upon legislative assistance, compelling firms to sell all a person wants of any article advertised, at the advertised price.

We would also ask manufacturers to state on their labels that genuine goods can be had only of pharmacists.

#### A Retailer's Opinion of the Pamphlet and Plan.

J. W. Colcord, a well-known druggist, of Lynn, Mass., is the author of the following criticism of the plan, which he contributes to the *Druggists' Circular*:

Once upon a time the mice held a meeting to devise some plan for their better protection and general well-being. Some wise old fellow suggested that if the cats were compelled to wear bells that would notify of their approach sufficiently in advance to enable the mice to return to their holes, nothing more could be desired. The plan was adopted with a hurrah, but alack and alas! until this day no way has been discovered to induce the cats to wear a bell willingly, or to compel them unwillingly. Aesop's Fable, revised.

Moral: There are no morals in business as conducted at present.

A prominent manufacturer, when asked his opinion recently of the latest proposed plan, replied that it was "too warm weather yet to discuss such subjects." No doubt he was right, especially a plan like the youngest "Yellow Kid," but we all know that heat, if in the shape of hot water, be applied *secundum artem*, to an aching head, it gives quicker relief, and leaves the head cooler than if cold water had been used. Ergo: In these criticisms of the plan sent out as a result of the offer of the Pabst Brewing Company (to whom be all honor and praise for their efforts in time and expense in search of some remedy for the evils that pertain to the retail drug business) I shall use hot water, not wishing to throw cold water on any attempts that promise the least relief. As the old lady remarked, she had not tried heaping coals of fire on the head of her recreant husband, but she had tried hot water and that worked pretty well.

I shall take up the brochure just received, *seriatim*.

First, the prize award. Some surprise has been expressed at the unusual custom of one of a committee selected to award prizes submitting a paper of his own in competition, or accepting it at least, but no surprise need be expressed at anything emanating from Chicago. The only surprise is that they did not take everything in sight. Perhaps there was some obstacle unknown that prevented their claim to be retail druggists.

THE TOUCH OF THE FELLOWCRAFTSMAN ABSENT.

Second, the report. The committee state that papers were received "from the youngest entered apprentice located in the northeast corner," etc. The report certainly indicates this, for the hand of a master, or even of a fellowcraftsman is

not indicated throughout. It seems to be more a panegyric of the department store, and an arraignment of the retail druggist (with an apology for his temerity in being on the earth), than anything else. Right here, I wish to enter my protest against the statement that the retailers are to blame for failures in the past. Those who are at all familiar with the attempts that have heretofore been made, know well enough where to locate the principal part of the blame for failure, and it is not at the door of the retailer either. A plea is made for harmony and united action on the part of the retailers. This must be a Chicago idea of harmony, for in the section labeled "retailers," the retailer is taunted with his poverty, and reminded of his servility to his master, the jobber, in whose presence he is respectfully requested to remove his hat. Perhaps our one retail champion on the committee will bring in a minority report on this section later.

As a literary effort, the report shows a fine command of the English language, and is beautifully expressed. It is well worth preserving on this account, if for no other.

#### AN ALTERNATIVE PLAN SUGGESTED.

Third, the plan. At a first reading, it seemed that ancient history had only been revived as far back as the Campion plan, but a more careful reading leads one to think we are all expected to become "rum-uns" and members of pretorian bands under the lead of the noblest rum-un of all, who will marshal his cohorts in silver and gold. The chief merit in the plan seems to be the ability to trace goods from the source of supply to the hands of the cutter, and a very complex system is proposed. Did any of the committee, to say nothing of the writers of papers, ever stop to realize the insurmountable difficulty in the way of its execution on the part of manufacturer and jobber? A suggestion is made that the plan would be better perfect if the manufacturer would send a boy with each bottle to stay with until consumed. The least of the troubles in the past has been tracing goods, and a much simpler method has been used with effect. Your cutter will care little for marks of identification, which he can easily remove, especially, if, with cash in hand, he can buy goods without any entering on the books.

#### A PERTINENT QUERY.

Over and above all, any good lawyer would find in the plan little difficulty (if attempt be made to enforce it) in obtaining an injunction against either the manufacturer or jobber as a violation of the anti-trust law, in restraining lawful competition. Then would again appear the epitaph:

If I was so soon to be done for,  
What was I so soon begun for.

Pity 'tis, 'tis true, the plan seems to be a rehash of all former plans, and doomed to certain failure, not that it has not many redeeming features.

Again Chicago crops out in the hint regarding legislative assistance, but just what is intended in this is problematical, when it is asked that "firms be compelled to sell all a person wants," etc. Is it in aid of the cutter, the department store, or the retail druggist?

#### RESUME.

The plan, in this section, so far as I can observe, seems to be like the countryman's mare. It was a very fast trotter for the first quarter mile, and would

then break, losing the heat every time. One day, after another futile attempt on the part of the owner to win, some one jokingly asked the horse's pedigree. "Pedigree, pedigree," replied the disgusted owner, "why she was sired by Boanerges and damed her by—by every one who ever owned her." The words of the preacher will still be heard: Vanity of vanities; all is vanity and vexation of spirit."

#### Death of E. K. Post.

The death of E. K. Post, which occurred Wednesday, July 21st, at his residence, Montclair, N. J., while it will be learned with sincere regret by his many friends in the drug trade, was not wholly a matter of surprise to those who have met him of late, as it was evident the condition of his health was such that he could not long survive, but owing to his strong constitution and indomitable will, it was only very recently that he withdrew from the activities of business.



E. K. POST.

For quite twenty-five years past Mr. Post has been associated with John Wyeth & Brother, manufacturing chemists of Philadelphia, and as in the line of his duties he was frequently called to various parts of the United States, he formed a wide and close acquaintance with all the leading drug firms, both wholesale and retail, and, owing to his unswerving integrity and many genial qualities, was deservedly held in high regard.

Mr. Post was born at Mansfield, Ohio, November 27, 1837, and was thus nearly 60 years old at the time of his death. He entered college at Columbus, Ohio, with the intention of becoming a physician, but just before the completion of his course the Civil War broke out, and he enlisted as a hospital steward in Company E, Sixty-sixth Infantry Regiment, Ohio Volunteers. His regiment was ordered at once to the front, and saw active service all through the Virginia campaigns from 1860 to 1863. In 1864 he was ordered North, and given command of the hospital corps in the vicinity of New York, with headquarters at Ward's Island. He took part in quelling the riots of 1864 and served to the close of the war, receiving his honorable discharge and as an army surgeon. He then located in Athens, N. Y., opening a retail drug store. He married Miss Carrie Cornell, of Athens, November 14, 1866. Early in 1868 he sold his drug store and entered

the employ of John Wyeth & Bro. During his earlier connection with this firm he traveled from the Atlantic almost to the Pacific, touching in the early seventies as far West as Colorado, then scarcely anything but a group of mining camps. Later he represented the house in the Eastern States, having charge for many years of the New England territory, with headquarters in Boston. Subsequently he went to their office in Philadelphia, having general supervision of their traveling men. Owing to failing health, Mr. Post has with difficulty attended to business interests during the past two years. He was undoubtedly one of the best known traveling men in the pharmaceutical line. In former years he was active in Masonic circles, was a Knight Templar of Commandery No. 7, of Hudson, N. Y., and a member of the Sons of the Revolution. His funeral took place on July 23d from his late residence. He leaves a widow and one son.

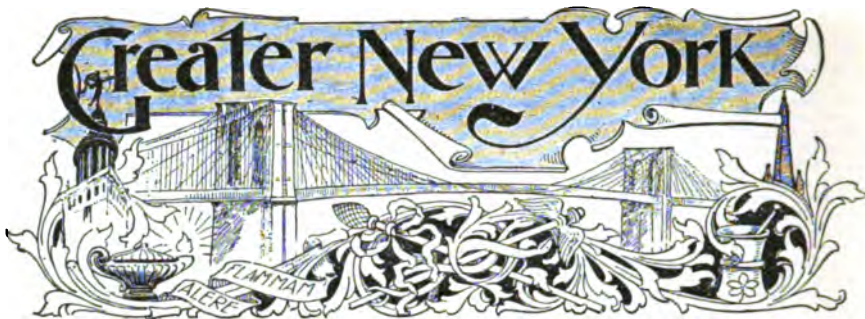
### Andrew G. Coffin Dead.

The sad news of the death of Andrew G. Coffin, senior member of the firm of Coffin, Reddington & Co., wholesale druggists, of San Francisco and New York, was received August 2d. He died at the home of his son, at Roslyn, L. I., on Sunday, August 1st, of old age. The deceased gentleman was eighty-one years old, having been born at Nantucket on September 4, 1816. He came to New York in early manhood and engaged in business with his brother-in-law, Henry Sherwood, the style of the firm being Sherwood & Coffin. In 1852 Mr. Coffin dissolved his connection with this firm



ANDREW G. COFFIN.

and went to California, where he engaged in the drug business in Marysville, the style of the firm being Rice, Coffin & Co. In 1859 this firm was consolidated with the firm of Reddington & Co., San Francisco, and Mr. Coffin came to New York and established the house of Coffin, Reddington & Co. as a branch of the San Francisco business. Mr. Coffin was a man of great activity and energy and sterling integrity and was respected by all who knew him. His home was at 321 Clinton street, Brooklyn. Owing to his advanced years he has been unable for some time past to take an active part in the business of the firm.



### Items of Personal Interest.

Clarence W. Fox, of Fox, Fultz & Co., is taking a brief respite from business cares in the Adirondacks.

W. B. Burk, the sponge dealer of Philadelphia, spent a few days in the city recently on business.

Miss Fannie Todd, the cashier at Hegeman & Co.'s pharmacy at Thirtieth street and Broadway, is spending her vacation at Saratoga.

M. Plotkin has moved his drug store from Third avenue and Fourteenth street, Brooklyn, to corner of Sackman street and Eastern Parkway.

Miss Nellie Sullivan, one of the cashiers at Perry's pharmacy, in the World building, is spending her two weeks' vacation at White-stone, L. I.

Robert F. Collins, prescriptionist, with Benjamin Rosenzweig, at Fulton and St. Felix streets, Brooklyn, has gone to Lancaster, Pa., for rest and recreation.

George B. Hastings, class of '97, N. Y. C. P., has got the position of assistant apothecary at the Presbyterian Hospital Dispensary for the summer season.

John Malloy, the private secretary of William Hull Wickham, of the firm of McKesson & Robbins, is spending his two weeks' vacation at Asbury Park, N. J.

Edgar Wigren, druggist at 186 Jersey street, New Brighton, S. I., has just returned from a week's trip to Sullivan county, where his wife is spending the summer.

Bartlett & Liell, druggists at 561 Fifth avenue, corner of Forty-sixth street, New York city, made an assignment on Friday, July 23d, to Dr. Henry S. Bartholomew.

Dr. James B. Baird, a prominent physician of Atlanta, Ga., is spending a few days in New York city with his brother-in-law, P. C. Magnus, of McKenzie Brothers & Hill.

Charles F. Risley & Co. have bought out the complete plant of the Gibson Manufacturing Co., 51 Dey street, and removed the same to their premises, 108 Greenwich street.

Mr. Bolles, clerking with C. J. Johnson, corner of Clinton and Baltic streets, Brooklyn, is home enjoying a well-earned vacation with his parents, who live on the Canadian shore.

Herman Simon, of the city department at McKesson & Robbins, is spending his two weeks' vacation, from July 31st to August 14th, with his wife and family, in the Catskill mountains.

Herbert D. Robbins, of the firm of McKesson & Robbins, and wife arrived on Thursday, August 6th, on the steamer Germanic, of the White Star line, from a three months' trip to Europe.

Mr. Vandegrift, the manager of Heydenreich Bros.' pharmacy, 169 Atlantic avenue, Brooklyn, is resting for a month, and during his absence the store will be under the care of Mr. Dewender.

Franklin G. Hills, N. Y. C. P., '94, formerly at Hermon W. Atwood's pharmacy, 846 Broadway, has accepted a position for the summer at J. M. Tobin's drug store at Narragansett Pier, R. I.

Joseph Muller, a drug clerk in Oliver & Drake's store, at Elizabeth, N. J., has learned that by the death of an aunt in Sullivan county, N. Y., he has fallen heir to a dairy farm valued at over \$50,000.

Harry B. Shipman, N. Y. C. P., '91, manager of George B. Wray's main store on Getty square, Yonkers, N. Y., spent the last week of the month of July and the first week of August at Shelter Island.

Daniel Kepler, of the Brooklyn department of McKesson & Robbins, spent his two weeks' vacation by taking a fortnight's cruise with the Naval Reserve, Battalion of the East, of the State of New Jersey.

Charles W. Roberts, the head clerk at F. G. Wischert's pharmacy, corner of Bedford and Greene avenues, Brooklyn, N. Y., will spend his two weeks' vacation at Hartford, Conn., where he will visit his parents.

Mr. Butler, the manager of Caswell, Massey & Co.'s branch store, at the corner of Seventy-seventh street and Columbus avenue, New York city, is spending a vacation of two weeks with his wife in Massachusetts.

Thomas Furey, of the petty cash department at McKesson & Robbins, is spending the two weeks from August 7th to August 23d at Asbury Park, N. J., and has taken his best companion, his bicycle, with him.

William Hull Wickham, of the wholesale drug firm of McKesson & Robbins, sailed for London on Wednesday, August 4th, on the steamer Majestic, of the White Star line. He expects to remain abroad about two months.

A. W. Schmidt, druggist at the corner of Butler street and Fourth avenue, Brooklyn, has sold his store to W. Ludder, who has been, for the past two years, head clerk at Joseph Dahlbender's pharmacy at No. 98 Court street.

William H. Falkner, druggist at the corner of Fifty-second street and Eighth avenue, New York city, took a short respite from business, spending the last week of July and the first week of August at Cairo, in the Catskill mountains.

Robert C. Kraft, the apothecary at the corner of 138th street and Alexander avenue, New York city, has enjoyed the sea breezes at Sea Cliff, L. I., for the past two weeks. His wife and children are spending the summer at this resort.

W. B. Robeson, who, jointly with Mr. Euler, represents the long-established Maison Antoine Chiris, of Grasse, France, sailed on the Lucania, August 7th, for a six weeks' visit to Europe, and while abroad will spend some time at Grasse.

Max Swartz (B. C. P., '97), who has been managing Tauber's pharmacy, corner Thirteenth street and Seventh avenue, Brooklyn, is another one of the army of drug clerks away on a vacation. He is spending his two weeks at Amityville, L. I.

Prof. Joseph P. Remington, of Philadelphia, sailed from this city on the steamer Paris on July 22d, en route for Brussels, where he will, together with Dr. F. B. Power, represent the United States at the International Pharmaceutical Congress. Dr. Power is an American, who has charge of the laboratories of Burroughs, Wellcome & Co., London.

A feature of the four years' course at the Long Island College Hospital is the course in pharmaceutical chemistry and applied pharmacy, which is to be under the direction of Professors Bartley and Bromwell, both of the Brooklyn College of Pharmacy.

Oscar Wirth, N. Y. C. P., '97, is putting in an entire new stock of drugs and also new fixtures in his drug store at the corner of Fifty-third street and Seventh avenue, this city. This is the pharmacy which was lately owned by J. P. DeLoughry, deceased.

Dr. C. M. Frisbie, of Bainbridge, N. Y., has purchased the interest in business of his partner, E. D. Truman. Mr. Truman will enter another field. The drug business will continue to be conducted by Dr. Frisbie. Leland Yale will enter the store as clerk.

Mr. Wooley, manager of F. W. Schoonmaker's pharmacy, corner of Forty-second street and Park avenue, New York city, has gone to Quebec, Canada, to visit some of the mountains and lakes of the Dominion. He expects to be gone about two weeks.

A. P. Kerley, druggist at the corner of Seventieth street and the Boulevard, New York city, has gone with his family to spend his vacation with his brother at Red Hook, Schoharie county, N. Y. He expects to remain in the country for about three weeks.

B. Carter has accepted the position of head clerk at Van Horn & Ellison's pharmacy, at the corner of Fifty-eighth street and Fifth avenue, New York city. He was for ten years with Caswell, Massey & Co., at their store corner of Twenty-fifth street and Broadway, this city.

Harry Spriggs, formerly in the employ of Ferris Bros., druggists at Westchester, N. Y., and more recently clerking at Alexander S. Kraemer's pharmacy, 756 Tenth avenue, New York city, has taken a position as head clerk at F. G. Bower's pharmacy, in Tenafly, N. J.

Abner Hutton, manager of Reid & Yeoman's pharmacy, corner of Sixth avenue and Union street, Brooklyn, left on Saturday, July 24th, for a two weeks' vacation trip. He will visit Lakes Champlain and George, and then go to Cleveland, O., where he will visit his parents.

A fire from some unknown cause began at midnight July 28th in Julius Tannebaum's drug store at 742 Myrtle avenue, Brooklyn. The tenants were awakened in time to get most of their property to the street in safety. The total damage is placed at \$3,000. Covered by insurance.

Daniel Dempsey, the West Brighton undertaker, has entered suit for damages of \$5,000 for alleged violation of trust against Edgar Wigren, a druggist. Dempsey says he wished to buy a drug store in Bayonne and employed Wigren to negotiate; and that Wigren bought the store for himself.

John Greavan, the popular and widely-known manager of Perry's pharmacy, in the World building, New York city, has been away during the past two weeks on his annual vacation. He was rusticated in the Catskill mountains, and has returned much improved in appearance. (His health is always good.)

Peter J. Ehrigott, N. Y. C. P., '94, for the past three years the head clerk at William Hunte's pharmacy, 32 Fifth avenue, corner of Dean street, Brooklyn, has resigned his position and accepted a clerkship with James Quee, druggist at the corner of Fifty-fourth street and Third avenue, Brooklyn.

C. A. Meisner, N. Y. C. P., '94, who was until recently in the employ of M. Arnemann & Co., druggists at the corner of Thirty-eighth street and Eighth avenue, New York city, has purchased the drug store at the corner of Ralph avenue and Marion street, Brooklyn, formerly owned by William F. Richter.

Albert Plaut, of Lehn & Fink, has just returned to his desk from a two weeks' vacation stay in the Catskill mountains. When seen by THE AMERICAN DRUGGIST representative, he was disposing of accumulated work in a way to make the office force wish they had wings. He had no time to be interviewed.

George B. Wert, N. Y. C. P., '97, who was for a short period the head clerk at Paul Junck's pharmacy, corner of Eleventh and Bloomfield streets, Hoboken, N. J., has become the proprietor of the store. Mr. Junck contemplates moving to some quiet country town and retiring entirely from active business life for awhile.

After patiently suffering for ten years from rheumatism and hip disease that rendered him a cripple, Louis Wedel reached the end of his endurance on July 28th and shot himself through the head. He was well known to Brooklyn medical men and druggists. His pharmacy at 1930 Fulton street, Brooklyn, was established in 1871.

John Benjamin Pyne, N. Y. C. P., '91, formerly one of the clerks at Richard Hudnut's pharmacy, 925 Broadway, New York city, and more recently the manager of George P. Lehn's branch drug store at Bay Shore, L. I., has accepted a position as head clerk at H. M. Barnes & Co.'s pharmacy, at the corner of 110th street and Madison avenue, this city.

Charles A. Wells, N. Y. C. P., '91, has been obliged to resign his position at H. M. Barnes' pharmacy, corner of 110th street and Madison avenue, New York city, owing to eye trouble, for which his doctor has prescribed complete rest for awhile. At last accounts he had somewhat improved, and was looking forward hopefully to a complete recovery within a short period.

#### SODA WATER FOUNTAIN EXPLODES.

While charging a soda water fountain in Oscar Davison's drug store on the morning of July 23d, Oliver Twist, 22 years old, and Walter Volk, 18, were badly injured by the explosion of the copper retort in which the gas is generated. Volk's arm was broken and he was injured about the abdomen, probably fatally. Twist's injuries were about the legs and abdomen. One of his shoes was torn off by the explosion. Neither of the victims has been able to give an account of the accident, which took place about ten minutes after they entered the cellar to charge the fountain. The gas holder was supposed to withstand a pressure of 500 pounds to the square inch.

#### Druggist Sues Y. M. C. A.

Wilfred Shuit, a druggist in Plainfield, N. J., was recently arrested and held for the Grand Jury on charges of assault made by Louis J. Greig, a member of the Young Men's Christian Association, which has rooms above the drug store. Shuit tried to stop the members from singing "Sweet Rosie O'Grady," and, it is said, assaulted Greig. Shuit now has retaliated by employing Paul R. Lefferts to bring suit against the Young Men's Christian Association for maintaining a disorderly house and against the boys for disorderly conduct. He has the complaints ready, but has not yet presented them.

Mr. Shuit inserted two advertisements in the local papers which read as follows:

Druggist Shuit wishes to have every one who has heard offensive music and profanity from above his store to know that he is in no way responsible for them. They emanate from the rooms of the Young Men's Christian Association.

An Open Letter.—Druggist Shuit wishes to explain that the papers omitted to state in its reports of the assault on Greig yesterday that the vulgar reply that was shouted back in answer to his rapping on the ceiling was what led him to go up stairs and try to prevent any further offences of the sort. The music was of the variety supposed to be peculiar to Bowery concert halls, etc., and the language such as is usually represented by blanks and dashes in a properly edited paper. It was heard in the store so plainly that the customers remarked on it. The only unusual feature of the nuisance on the Fourth was the extreme noise—otherwise the occurrence was just what we are subject to daily from the same source.

In addition to his drug store, Shuit has a bicycle repair store, which, it is said, many of the members of the association make a point of not patronizing.

#### Merck May Get Dr. Stewart.

There is a very interesting rumor current to the effect that Merck & Co., of New York, have invited Dr. F. C. Stewart, of Detroit, now in the employment of Frederick Stearns & Co., of that city, to take charge of their scientific department, a position similar to that held by Dr. Stewart with his present employers. Dr. Stewart is the chairman of a special committee on legislation of the American Pharmaceutical Association, and is a writer and chemist of exceptional ability. At the recent meeting of the American Medical Association Dr. Stewart was elected chairman of the Committee on Materia Medica and Pharmacy.

If the report is founded on fact, Merck & Co. are certainly to be congratulated on their latest acquisition.

## NEW YORK STATE.

### News Notes from Buffalo.

William Coulson, the well-known Seneca street druggist, was arrested July 31st on a charge of grand larceny, preferred by John Barron, of Niagara Falls, who claims that he paid Coulson \$1,900 to be applied on a mortgage and that the money was not used for that purpose. It is likely that the difficulty will be settled in some way.

### Renewal of Opium Smuggling.

Reports of opium smuggling were common here under the McKinley tariff, but the Wilson law made the business unpopular and the treasury scouts were withdrawn from the border. It was expected that the old practices would be resumed under the higher tariff, but no one looked for a return to them so soon as this. Still there was smuggled opium found on Squaw Island, in Niagara river opposite this city, in considerable quantity the very next day after the passage of the Dingley tariff bill. The officers promptly took possession of it. Now comes a report that Collector Richmond, of Niagara Falls, has discovered a smuggler line across the Niagara from Chippewa to Schlosser dock, just above the falls. He has set officers to watching the route, but though there is evidence of smuggling, no one has been captured yet. Both opium and whisky are known to cross the river there.

### Schuyler L. Wells Dead.

Schuyler L. Wells, the patent medicine manufacturer of Le Roy, who made a large fortune on the sale of Shiloh's Consumption Cure, died at that place July 21st. He had been in ill health a considerable time, and was considered insane when he died. Mr. Wells was a very enterprising business man outside of his regular line, and had done much for Le Roy. He was born at Paulbury, Vt., in 1840. He went to Le Roy in 1866 and formed a copartnership with his brother-in-law, Dr. L. S. Hooker, under the firm name of Hooker & Wells. They purchased Medical Hall and conducted an extensive drug business for three years, when the partnership was dissolved. During that time he applied himself to the study of medicine. Later he sold his interest in the drug business to enter upon other manufacturing pursuits, but again took up the former, devoting himself to the perfection of his formulae, which he soon put on the market under the name of "Shiloh's Family Remedies." This was in 1871, and in 1873 he sold his drug business to F. T. Wilcox, and devoted his entire time to the introduction of his remedies, soon becoming one of the most extensive manufacturers of proprietary medicines in the United States and Canada.

### What the Empire State Drug Co. Is Doing.

One very noticeable result of the establishment of a big proprietary medicine manufactory in Buffalo is the killing off of all trade in outside trade of that sort. A druggist said the other day that traveling salesmen were still making their appearance with various non-secret preparations, but that they were met with such a solid refusal to buy that they soon left the city in disgust. The plan of making



every buyer of the Buffalo remedies a stockholder in the company has cut off the heads of all competitors in this line, a scheme that they all see now and rejoice over exceedingly.

#### Little Items.

Buffalo druggists say that as a rule business is not as good with them as it was a year ago. An exception has been made in soda-water sales during July, though even that ran down late in the month on account of the continued rains. They expect to do well in August.

S. H. Dorr, one of the best-known pharmacists in Buffalo, and a professor in the College of Pharmacy, was married last month to an estimable Eastern lady, whose name was not learned. At home at No. 789 Prospect avenue late in August.

Three candidates were examined at the last meeting of the Erie County Board of Pharmacy, of which number one met the required standard and was granted an assistant pharmacist's license. The successful candidate was Albert J. Iten, in the employ of W. S. O'Brien, of 35 West Eagle street, Buffalo.

The Erie County Board of Pharmacy issued but one license at its second July meeting, assistant pharmacist, to Albert J. Iten, who is employed in O'Brien's drug store. The board is engaged in poking up delinquents in re-registration. The list shows that there are 160 drug stores in Buffalo and 225 licensees, of whom about four-fifths are full pharmacists. The board adjourned till September.

The drug store of W. S. O'Brien, in Ellicott Square, was abandoned in much haste on the last night in July, and all stock taken to the Eagle street store, of which this was a branch. The sudden change of base was made on account of inability to meet the high rent, which the situation appears not to warrant. As a long lease had been taken there is prospect of litigation over the matter.

John Griffin, an employee of the Buffalo Cold Storage Company, was frozen to death on the night of July 23d by condensed ammonia, having fallen into a vault while at work placing a band around the top of one of the coolers. The temperature was so low that his flesh was blistered before he was rescued. He died soon after. Three men were nearly suffocated in getting him out. The action of the freezing gas was similar to that of fire, so that the victim's eyes were burned out in the few moments he was in the terrible place.

## MASSACHUSETTS.

### The Late Professor Babcock—His Work as a Chemist.

Boston, Aug. 5, 1897.—In the death of Prof. James Babcock, a notable figure in chemists' and druggists' circles, of this locality, has been removed. He had a very original and well-trained mind, and the list of his inventions vies in point of number with the list of offices to which he was appointed during the course of his busy and too brief life. Both are long lists. While assayer of liquors he suggested and obtained legislation defining the "three-per-cent limit" of "intoxicating liquors." As inspector of milk for the city of Boston, he applied new methods for the detection of coloring matter, which were so effective as to stop the practice of adulterating almost wholly. He invented the Babcock fire extinguisher, and devised a method for compressing coal dust into lumps for fuel. He took out a patent on a process for clarifying and bleaching fats and fatty oils, and as a chemical expert in court cases his reputation was second to none in this part of the country. The Boston Druggists' Association and the College of Pharmacy held meetings for the purpose of taking suitable action upon Prof. Babcock's death. At the meeting of the Druggists' Association the following gentlemen were ap-

pointed to draft suitable resolutions: Messrs. C. W. Cheney, R. L. Richardson and G. D. Gilman. The College of Pharmacy delegated the same duty to Thomas Doliber, Ph.G., William W. Bartlet, Ph.G., and William C. Durkee, Ph.G. At the latter meeting Mr. Bartlet was appointed a committee of one to arrange for a memorial meeting in the fall, the different associations to which Prof. Babcock had belonged to be requested to participate. Mr. Bartlet will report at the first meeting of the college in September. Both of the above-mentioned committees on resolutions have reported suitably in the daily papers. The death of Prof. Babcock has thus been the occasion of much sincere expression of admiration for his ability and his life work.

#### In Memory of Professor Babcock.

The Massachusetts College of Pharmacy has placed on its records the following minute in memory of the late Prof. James F. Babcock:

Professor James F. Babcock died on July 19, 1897, aged 53 years. He was an honorary member of the Massachusetts College of Pharmacy, having been elected on March 5, 1886. A short time after the establishment of the School of Pharmacy, in 1867, he was elected to the chair of chemistry, and he then first acquired the honor and title of professor. He was the second professor who occupied that position in the Massachusetts College of Pharmacy, the sessions of the school being held at that time in rooms connected with his laboratory. He continued in this office five years, resigning the position in 1874. On this occasion the senior and junior classes in the college united in expressing their sincere admiration and respect for him, both as a teacher and a friend, and in stating that they had enjoyed and profited by his instruction. Professor Babcock faithfully and ably performed his duties in the college, and he will be long and tenderly remembered by those who were privileged to sit under his teachings; he acquired and retained the love and respect of his pupils; he was a kind and sympathetic teacher and a most lucid demonstrator. He possessed a remarkable talent for teaching, his lectures being thoroughly enjoyed by his students; his experiments were numerous and striking and well calculated to impress on the student the subject matter of the lecture. His recitation classes were made bright and interesting by his sparkling wit. Since severing his relation as professor, his interest in the college and her work continued through his life, the last public occasion of his presence being the class day and commencement exercises of the class of 1897. The Massachusetts College of Pharmacy, lamenting the loss of her former professor and of her oldest honorary member, places this minute upon her records in grateful and affectionate remembrance of James Francis Babcock.

#### The News (Told Truly.)

Joseph Litch has purchased a drug store in Lowell. He has been a clerk for Mr. A. W. Whitcher, of Lowell.

Everett S. Dodge, of Maplewood, has sold out his drug store to J. H. Elliott, who for the past two years has been at West Medford. Frank Coburn will continue as clerk.

W. H. Conner has purchased the drug store formerly owned by F. Pollard, at the corner of River and Beach streets, Haverhill, and has opened a branch store at that place.

B. F. Arthur has bought at auction the stock in the Morrill drug store, on the corner of Hampden and High streets, Holyoke. He was formerly in business in that locality.

The M. C. P. Club has added to its list of members the names of T. Haynes and J. Flynn; to its list of honorary members the names of E. C. Marshall, W. T. Sawyer and Henry Canning.

The drug store of Alfred Smith, in Sargent Square, Haverhill, has been extensively remodeled. New window fixtures have been introduced, the ceiling frescoed and other improvements made of a substantial character.

The very desirable store in Tibbets' block, No. 102 Main street, Gloucester, has been leased by H. C. Holmes, of that city, and will be opened about August 1st as a first-class drug store. Mr. Holmes has been for the past year with Wetherell, the druggist, and previous to that was at Barker's.

The Secretary of the Commonwealth has issued a charter to the Beach Soap Company, of Lawrence, with a capital stock of \$75,000 of a par value of \$100 a share. The concern expects to engage at once in the manufacture of soap.

Nelson M. Stetson, of Plymouth, has opened a drug store nearly opposite the postoffice, in the new building recently erected for the purpose. It is a handsome store, inside and out, and Mr. Stetson has stocked it very thoroughly and tastily.

The drug store of E. T. Curry & Co., at the corner of Union and Ireson streets, Lynn, was entered one night early in July by thieves, who managed to get through a basement window, and from there to the floor above, where they ransacked the store for cash, securing about \$10 from the money-drawers.

The house of Bush & Co., the oldest in Worcester, will be located in a handsome new block at the corner of Front and Carlton streets by January 1st. E. Avery Brewer purchased the Colonnade Hotel property late in July, and this is now being torn down to make room for street extension and the handsome new block.

In Haverhill the spotter crusade of the W. C. T. U. continues in full force. The day police were ordered last week to examine the sales books of all druggists daily and to keep a record of the customers. In pursuance of this order an officer started in to make an examination of the books of a Washington square druggist. The latter speedily held the officer up, claiming that he had no right to pursue such a course of investigation. Several conferences with the mayor and the city marshal followed, whereupon the order was repealed.

The drug store of C. B. Kingsley, at Northampton, was recently visited by a disastrous fire, which practically ruined stock and fixtures. Breaking out in the early morning, it got a good start and swept through the building rapidly. The loss is estimated at about \$5,000, of which \$2,000 is on the building and the remainder on stock, and is covered by insurance. A drug store has stood upon the site of Kingsley's store for 128 years, and this is the first time a fire is ever known to have occurred there.

George A. Pollard, of Haverhill, had a narrow escape from serious injury one day last week. Mr. Pollard was in the basement compounding a remedy known as Swan's asthma cure, when the materials entering into the mixture in some manner became ignited. The burning liquid possessed a very disagreeable and pungent odor, and the druggist made haste to throw the kettle and contents through a window. Before he succeeded, however, he was nearly suffocated and found the adventure a very disagreeable one.

One of the Boston papers, in imitation of the New York World, recently published a story of the dispensary abuses, particular reference being had to the Massachusetts General Hospital. This subject was recently discussed at length by the Massachusetts Pharmaceutical Association, with the result that a committee was appointed to confer with the officers of the State Medical Society to see if the evil could not be diminished in number and force. The newspaper article brought out the hospital side in a statement from the resident physician, who said that the patients who are undeserving aid are carefully culled out and directed elsewhere. Only 2 or 3 per cent, he says, of the number treated in the out-patient department could pay elsewhere. Medicine is furnished these out-patients at about what it costs. If there is any abuse it will come to light and be remedied. It is hard to convince the druggists of the neighborhood that such is the case, however. One says that he has had a few people come to him with prescriptions which they could not get filled at the hospital dispensary because they had no money and no credit. Cases are instances of people of means patronizing the same dispensary because of the low prices prevalent.

#### Maine Notes.

W. A. Mauter, of Madison, will spend two weeks at Old Orchard Beach.

T. McDonough, of McDonough & Sheridan, Portland, is ill with typhoid fever.

D. W. Haseltine, of Haseltine & Co., Portland, is recovering from a serious illness.

C. A. Fowler & Co., of Bangor, will open a new store on State street during September.

Clarence Richards has returned to Turner & Co.'s store, Waldoboro, after an absence of four weeks.

Dr. E. B. Silsby intends keeping his store open all day. Heretofore it has only been open during office hours.

W. B. Dyer, Millbridge, has sold his store to Dr. Walling. Dr. Walling is making large alterations in his store in Millbridge.

## PENNSYLVANIA.

PHILADELPHIA, Aug. 5.—The vetoing of the pharmacy bill by the Governor has created considerable depression of spirits in drug circles in this city. It appears that the druggists had set their minds upon this bill becoming a law and had hoped for considerable improvement in their business on the strength of it. However, all their plans were made without consulting the Governor, and the decision rendered by him was almost wholly unexpected. The bill was created in a measure to prevent those who are not druggists from operating a drug store, no matter how many registered druggists they employed. A number of financiers in this city, who are always on the lookout for things of this kind, formed a syndicate for the conducting of drug stores all over the city as soon as a decision was rendered in the courts a few months ago. Two of these stores are now in operation, and as soon as desirable locations can be secured more will be conducted. These syndicate stores, it is claimed, will affect legitimate druggists in various ways, as the syndicate is going into the business to make money, and to do this it is feared it will cause to be brought into use such practices as are not universally respected in the drug trade. There is no doubt but that there will be some severe cutting indulged in, and the only way for the legitimate druggists to meet this competition is to do likewise and rely upon quick sales and small profits. The people, it seems, are against the average druggists owing to the exorbitant rates that some of them charge for goods that can be bought elsewhere at lower figures, but when it comes to the prescription part, their sympathy will be with the druggists who have devoted their time and money to learning the business. The outlook, however, is anything but rosy, and unless the average druggists brighten up their wits they will find that the syndicate is securing all the business which rightly belongs to them.

**The Feeling on the Tariff.**

The passing of the tariff bill has created a better feeling in drug circles in this city, especially among those who have laid in large stocks of foreign goods. The manufacturing perfumers are highly elated over the protection the bill gives them, and it is contended that they will secure considerable of the trade that formerly went to the foreign markets, providing they do not put their goods up too high. While it is a little early yet to speak about the effects of the bill, they are very sanguine and are already taking orders subject to certain changes which the customs officials may determine to make. For some time past most of the houses in this city have called in their salesmen who handle foreign goods, not knowing how to fix the prices, and yet they are still at sea and are taking orders now subject to changes. However, there is a better feeling all around, and the druggists are looking forward to considerable improvement in business.

**Philadelphia Professors.**

Most of the professors of the College of Pharmacy in this city are engaged in getting up work for their next session. Prof. Remington has been on the go a great deal this year. First he went to Nebraska to attend the State Association,

and then to Delaware Water Gap, where he presided at the State Pharmaceutical Association meeting. During the stay of the American Medical Association here he took an active part in it, and now is on his way to Brussels to attend the eighth international Pharmaceutical Congress. He will be accompanied by M. N. Kline as far as Scotland, where they will attend the British Pharmaceutical Conference at Glasgow, and no doubt Prof. Remington will make an interesting address.

Prof. Sadtler has been at work at the college preparing a paper which is to be presented at the meeting of the American Pharmaceutical Association, which he proposes to attend. On the way to the place of meeting he will stop off at Joplin, Mo., to inspect the lead and zinc mines there, in which he is interested.

Prof. Kraemer is in the North Carolina mountains collecting material for students to work on during the coming winter.

Prof. Lowe, who has recently moved from his Mt. Vernon street house to his summer home at Mt. Airy, is busily engaged in arranging his course for the next term.

Prof. Trimble is devoting his time to the laboratory and the journal of the college. He will take a short rest during this month, but while at home he will try to recover his strength by the daily use of a new bicycle, which he has just purchased.

Thomas S. Wiegand, actuary of the college, is enjoying a short vacation, of which he is greatly in need.

**Soda Trade Good.**

The hot spell has been a continued one, and the only people who have not complained have been the druggists who are fortunate enough to have a soda water fountain in their establishments. All these stores which do traffic in beverages that will quench the thirst, but not intoxicate, have been doing a large business, and although the time has been short, their receipts, as compared with last year, are nearly as large. For some days ice was even hot, and it required a large amount of liquids to quench the thirst. Many people who are accustomed to take beer and other such drinks, dispense with them during the heated term and took soft drinks, such as soda water, ginger ale and the like.

Hires' root beer establishment on Chestnut street looked as if an auction sale was going on, as there was a constant crowd elbowing their way to the counter to get a glass of this refreshing drink.

There are not many stores in this city now but have a soda water fountain, and those that have not been fortunate enough to possess one will, no doubt, be dispensing the carbonated gas with its various fruit flavors next year. It has been proven that it adds to a drug store not only in an attractive way, but it brings customers who would not otherwise visit the place. While the average druggist is slow to be driven out of the beaten path, he gets there some time, and there is no doubt that some new life has been instilled in many of our retail druggists in this city.

**Fire Among Chemicals.**

On August 4th there was an explosion at the chemical works of the Barrett Manufactory, at Tucker and Ber-

muda street, which caused a loss reaching into the thousands, as well as injuring two employees and a number of firemen by the explosion of distilled oil. The fire destroyed the one-story sheet-iron structure in which the explosion occurred, and which was used for distilling oil from coal tar, another similar building used for the manufacture of naphthalene camphor-balls, and slightly damaged the storehouse and carbolic house. The loss could not be estimated, but it will mount well into the thousands of dollars. The cause of the fire is said to be due to spontaneous combustion, as the only warning the workmen had was an explosion and the appearance of two workmen issuing from the light oil-house, where they were engaged in distilling the oil from coal tar. The seriousness of the fire was quickly realized, and three alarms were turned in. The bursting of drums filled with distilled oil was the source of danger which caused the most damage.

The Barrett Manufacturing Company is the successor to H. W. Jayne Chemical Company and manufacturers of coal tar products. The works in Frankford cover several acres of ground near the Delaware River and between Tucker and Bermuda streets. Some years ago the Barrett Manufacturing Company purchased the Jayne Chemical Works, and have since continued to use the name, notwithstanding the Jaynes had nothing to do with the works. In less than an hour the oilhouse was a mere iron skeleton, and the naphthalene house had been burned to the ground. The fire spread to the big storehouse to the east of the naphthalene building, and at one time threatened to destroy it. The loss is said to be fully covered by insurance.

**Quaker City Doings.**

One of the happiest men connected with the drug trade in this city is W. H. Whittaker, of John Wyeth & Bro.—the cause a boy.

Dr. George E. Dahis, who has the drug store at the corner of Walnut street and Woodland avenue, is converting the dwelling portion into a drug store.

C. F. Maiz, Queen street, Germantown, is making a number of alterations in his store and dwelling, the principal addition being the erection of a turret, which greatly adds to its beauty.

Lawson C. Funk, Forty-first street and Lancaster avenue, one of West Philadelphia's most enterprising druggists, has lately more than doubled the capacity of his store by several additions.

Prof. Sadtler, F. W. E. Stedam and J. C. Peacock have been appointed delegates by the Philadelphia College of Pharmacy to attend the annual meeting of the American Pharmaceutical Association.

Dr. J. W. Harrigan, Thirteenth and Ritner streets, has opened his new store, which is fitted up with mahogany cases. All the other trimmings correspond, which tend to make it beautiful and attractive.

Henry C. Blair, who is one of the best known druggists here, has bought from W. Higby Whitcomb the store at Twelfth and Spruce streets. It is to be conducted as a branch of the store Eighth and Walnut streets.

James Buckman, Eighth and Green streets, will spend his vacation at Snow Hill, N. H. Mr. Buckman is President of the Wholesale Drug Co., Limited, in this city, and has made quite a success in his administration.

Frederick Jerome, of the Philadelphia Wholesale Drug Co., Limited, is an expert bicyclist, and thinks nothing of taking a long run. He recently successfully acted as pacemaker for a large party from Philadelphia to Atlantic City.



W. H. Poley, one of the best known druggists in Germantown, does not confine his labors to the drug business, as he is now engaged in an extensive building operation near Upsal street, where he is erecting a number of fine dwellings.

J. B. Bosler, who has conducted the store at 2856 Germantown avenue, has secured a new store on the same avenue, above Indiana avenue, which is to be fitted up in an elaborate style and stocked with a fine line of drugs, etc.

A. La Dow has bought out the interests of Dr. Clopp at Oak Lane. Messrs. La Dow and Clopp were partners in this store, and it is the intention of the former to move to Oak Lane during the summer months. He will also retain his interests and exercise his personal supervision of his stores in this city.

Lawson Cruthers, who conducts and operates the drug store at Twentieth and Fairmount avenues, has bought out the store Eighth and Girard avenue, which was formerly conducted by F. Hertel, but which has since been managed by his wife. Mr. Cruthers intends to make a number of alterations and improve the store in various ways.

E. M. Boring, who operates the well-known pharmacy at Tenth street and Fairmount avenue, is one of the most progressive in this city. He is an expert wheelman, and recently made the run to Atlantic City and return, and the following day took a trip to Lancaster. Besides being a prominent druggist, he is an old soldier and a member of the Loyal Legion, all of which give him prestige in his profession.

The suit which was instituted by Charles E. Hires Co. against George Hires Co. some time ago, to restrain the latter from selling root beer with the stamp of Hires root beer on the packages, was decided against the defendants in the lower courts; it was then carried to the Supreme Court, and the case has just been ended, the higher court confirming the decision of the lower court.

During the past week a well-known druggist in this city was kept in a perpetual state of worry by a little act of indiscretion. Although he meant nothing at the time, when the matter was explained to him he felt very sheepish, and until the joke was stopped he did not know whether he would wind up in jail or not. It appears that the company he represents is practically owned by a lady, and while he is her manager, he has never been authorized to sign her name. A note falling due, an extension was asked. He signed the note, of course not in his name. Since then he has had troubles of his own, and in future he will let others do the signing of papers not belonging to him.

### The California Board.

The California State Board of Pharmacy held its regular quarterly meeting on the 14th, 15th, 16th and 17th of July, all the members being present except Mr. Orenan, of Los Angeles, who was absent on account of sickness.

Twenty-two candidates took the examination for "Licentiate," nine of whom will be registered as such. Thirteen failed, but four of them will be allowed to register as assistants.

There were eight candidates for the "Assistant" examination, of whom six passed.

The board decided to strictly carry out the resolution of their predecessors, as follows:

The Secretary is instructed to notify those who offer themselves for examination to present evidence of their having completed the grammar course in the public schools of this State, or, if they have not such evidence, that they furnish other evidence to show that they are entitled to enter the high schools of this State; and if they have not such credentials, they be examined in reading, writing, spelling, arithmetic, geography and composition, and in case they fail to pass that examination satisfactorily, they be denied the privilege of taking the regular examination of the board.

All applications, accompanied by educational certificates, must be filed with the Secretary, at least one week before the meetings of the board. Arrangements were made for the prosecution of delinquents.

The next meeting will be held at Los Angeles on October 6th, to be continued at San Francisco on the 13th. For further information apply to John Calvert, secretary, San Francisco, Cal.

## OHIO.

### Prof. Fennel as a Toxicologist.

Several days ago Professor Charles T. P. Fennel, the well-known analytical and consulting chemist of this city, received the stomach of James A. McClarey, deceased, for analysis. The stomach was sent to this city by Coroner Burns, of Huntington, W. Va. There were some suspicious circumstances in connection with the death of McClarey, and in order to ascertain whether he died a natural death or not his stomach was sent here to be analyzed. After completing his work, Professor Fennel sent the result to Huntington in an express package. C. O. D. The package was not received by the Huntington authorities, who refused to pay the charges. A letter was sent to Professor Fennel stating that his bill would be acted on by the Court of Common Pleas at the October session, and that probably it would be paid. Professor Fennel very properly refused to agree to any such arrangement, and the result of his work will probably not be known until he receives his just fees. While the finding of Chemist Fennel has not been made public it can safely be said that he found poison in McClarey's stomach.

### Little Pills.

Wilmot J. Hall, the popular Fourth street pharmacist, is visiting friends at Marietta, O.

Joseph Dehner, the well-known druggist, has secured a position in the local postoffice.

Dr. Joe Durham, the Sixth street druggist, has an Indian medicine-show on the road this week.

Charles Frericks, Jr., and his bride, nee Miss Sextro, have returned from their honeymoon trip.

Joseph Lambert, the ex-Walnut Hills druggist, now has quite a string of crackjack race horses.

Ed. Gray's new drug store at Richmond street and Central avenue was burglarized a few nights ago.

All the wholesale drug and sundry houses will close their places at noon during July and August.

Otto Stein, Billy Hale and C. P. Calvert are frequent guests of N. Ashley Lloyd at the ball park.

Matt. Yorston's thermometer, at Clark and Central avenues, is now a Mecca for perspiring citizens.

Cora Dow's new drug store at the northeast corner of Seventh and Race streets is almost completed.

Karl Kuhlmann, formerly of this city, is now located in Chicago, where he has a good position.

Edward Doerr is doing a nice business at his new pharmacy, corner of Liberty and Denman streets.

There were four young ladies in the class recently graduated at the Cincinnati College of Pharmacy.

State Dairy and Food Commissioner Blackburn has declared war on the makers of adulterated sugars.

A baseball ticket office has been placed in Rendigs Bros.' drug store at Peebles Corner, Walnut Hills.

Louis Heister, the pharmacist at Seventh and Elm streets, has returned from a trip to French Lick Springs.

The wholesale drug house of Hale, Justis & Co. was visited by a disastrous blaze the other day. The fire was in the basement, and the damage was estimated at \$10,000.

The Mayell & Hopp Co., of Cleveland, was incorporated with \$20,000 capital by Lewis C. Hopp, Harry G. Mayell, Margaret J. Mayell, Francis C. McMillen and Richard M. Parmely. They will manufacture and deal at wholesale and retail in drugs and druggists' supplies.

Prof. John Uri Lloyd, the famous author of "Etidorpha," Prof. C. T. P. Fennel, Albert Wetterstroem and G. A. Fieber have been appointed as a committee by the Cincinnati College of Pharmacy to attend the annual meeting of the American Pharmaceutical Association at St. Paul.

Louis Klayer, L. W. Sauer, Julius Greyer and George Eger have been re-elected as trustees of the Cincinnati College of Pharmacy. Mr. John Ruppert, the well-known Price Hill druggist, will continue as president of the institution. The college is now in a prosperous condition and applications for catalogues are coming in daily.

### Afflicted with a Malady that Is Becoming Epidemic.

CLEVELAND, Ohio, Aug. 4.—The many friends of J. A. Taylor, of the firm of Strong, Cobb & Co., of this city, will be grieved to hear of the illness of that gentleman. Mr. Taylor's malady is one which is affecting people in all parts of the United States, and, in some cases, proving fatal. Doctor, or, rather, Chemist Hanan, who has been viewing the symptoms with alarm for some time, is sorely afraid that in Mr. Taylor's case the chances for life and death are about even. It is the gold fever, which is giving Mr. Taylor's friends such apprehension, and the former has got the fever so bad that at the present time he is in Seattle, Wash., making investigations into the many Klondike stories. He has not decided as yet whether or not he will pursue his investigations or continue his journey to Alaska.

### The C. P. A. to Have a Trolley Ride.

The Cleveland Pharmaceutical Association have made elaborate preparations for a trolley ride, which will take place August 10th. The destination of the party will be Silver Lake, a summer resort some thirty-five miles from Cleveland. "Papa" Heckler and other local pharmaceutical celebrities will be present and make the occasion a memorable one. Prior to the trolley party the semi-annual meeting of the association will be held, and interesting as well as instructive papers, read.

### The Cleveland School of Pharmacy.

Proof sheets issued yearly by the Cleveland School of Pharmacy have made their appearance. From these it will be seen that the school will start this next fall with better facilities and a higher line of instruction than ever before attempted. On September 1st tickets will be issued to the students, and on September 20th instruction will begin. This year the school will provide for a three years' course and a special graduate course, making a total of four years' instruction. The school has increased its corps of professors to meet the increasing demand of more instruction. E. A. Schellentrager is president of the school and predicts a prosperous term.

## MICHIGAN.

DETROIT, MICH., Aug. 4.—The soda industries at Detroit and its suburbs appear to be growing rapidly. The new works of the Michigan Alkali Co., at Wyandotte, are now turning out 300 drums of caustic soda per week, each drum containing 600 pounds. The entire output of this plant is taken by a Cincinnati wholesale house, which contracted for it before ground had been broken for the buildings. The demand for caustic soda is so great that a duplicate plant of equal capacity will be built. Soda ash is being shipped from Wyandotte to California, the former prohibitive freight rate having been modified to make it possible. The former rate was \$2.40 per 100 pounds, but it has been reduced from time to time to 50 cents.

**A Fine Location Occupied at Last.**

In 1896 Dr. Stanley G. Miner, of Detroit, built a store on a triangular lot, where Cadillac Square, Congress and Randolph streets intersect, and, having a strong faith in the adaptability of the location of the place for a drug store, refused to let it for any other purpose. It has remained vacant until recently a drug stock has been put in, and it is being run under the management of A. Hutchinson, who was formerly manager of the well-known Vernor drug store. It is a handsome little store, and in what seems to be a gilt-edged location.

**An Unregistered City Pharmacist.**

The appointment by the Detroit Poor Commission of Dr. Thomas Kenning to be one of the city pharmacists, has created quite a stir in pharmacal circles, from the fact that the doctor is not a registered pharmacist. There is no question as to the ability or qualifications, but the officers of the State Pharmaceutical Association hold that he should be registered according to the State law. This law requires that all persons who dispense drugs or poisons shall register with the State Board of Pharmacy, but this does not affect physicians who dispense their own medicines. Dr. Kenning puts up the prescriptions that have been made by the city physicians, and he holds that as the medicines are not sold, but given away, there is no need of his being registered. F. W. R. Perry, president of the State Board, holds that it does not matter whether the medicines are dispensed free or sold. It should be done by one who is registered. The men who put up prescriptions at the hospitals have to be registered, and the principle in the case of Dr. Kenning is the same. In the mean time the officers of the association hope that the doctor will register and thus end the struggle.

**Michigan News Notes.**

G. H. Russell has opened a drug store at Gould City.

L. F. Rice, M. D., contemplates opening a drug store at Chester.

G. M. Morris has purchased the drug store of John Brennan at Peru, Ind.

The Wayne Hotel drug store at Detroit has been taken in by a Detroit wholesale house on a chattel mortgage.

The Elliott & Scott Co., at Blissfield, has been merged into a new concern, known as the Elliott-Morow Co.

The Solvay Process Co., of Detroit, shipped 1,000 barrels of soda ash to Chicago during the week ending July 24th.

Charles H. McKinster, formerly manager of the drug store of C. Wilkinson & Co., at Colon, has purchased the business.

A. L. Hawk, of Remus, has sold his drug store to E. S. Wiseman, and thinks of engaging in the same line of business in Detroit.

As a result of the new tariff law, the wood alcohol works at Perrinton, Mich., which have been idle for a long time, will resume operations.

Oscar Schmid, a popular young druggist of Jackson, Mich., was recently married to Miss Ellen O'Dwyer, daughter of James G. O'Dwyer, a wholesale milliner of Detroit.

Dr. J. E. Handy, of Watrousville, Mich., has sold his real estate and medical practice to Dr. Wright and his drug store to Charles Janes. Mr. Janes has moved the drug stock to Reese.

E. C. Shay, a Grand Rapids druggist, who has been conducting the business without being registered or employing a registered pharmacist, had to pay a fine of \$10 and \$2 costs in the police court.

Dr. J. Black & Co., of Detroit, have opened a store at Trufant. Dr. Black has long been identified with the drug trade of Detroit, having owned several different stores, and carried on a large medical practice at the same time.

Adam Klemm, a druggist on Gratiot street, Saginaw, has sold his stock and business to Fred Plesner, who will continue the business at the same location. Mr. Klemm has not yet determined what business he will engage in.

Dr. F. E. Bunting, of Attica, Mich., was hauled up for the second time, charged with dispensing drugs without being a registered pharmacist. Dr. Bunting claimed that he did nothing but dispense medicines on his own prescriptions. He was acquitted by a jury.

The Petoskey pharmacy, at the favorite summer resort of that name, is being refurnished and refitted. A new birchwood prescription case, the finest in the city, has been made, and the new shelfware is to be Roman Crown, with recess Japanese labels. Other changes are to be made, and when all is finished this will be one of the finest drug stores in western Michigan.

James E. Davis, of Williams, Davis, Brooks & Co., Detroit, when the new tariff bill was passed, made a few predictions as to the effect it would have on the prices of articles in the drug line. "Gum opium," he said, "has already advanced, and must go up till it reaches an advance of \$1 per pound. This increase affects all the products of opium, including morphine, codeine and powdered opium. Chloral hydrate and salicylic acid also have taken a jump, and vanillin also comes in for a large advance. Borax will advance 3 cents; chlorate of potash has gone up, and croton oil, which was formerly free of duty, will advance 20 cents per pound. All mineral waters will advance \$1 per case. The duty on them was changed from 20 per cent ad valorem to 20 cents specific. Bay rum advances 50 cents per gallon, and cream of tartar, tartaric acid and pyrogallol acid also advance materially. In the case of tartaric acid and the like, the advance is due to an increased rate on argols.

**Professor Kraemer Honored by His Former Students.**

On the occasion of his leaving Chicago for Philadelphia last June, Professor Kraemer, of the Northwestern University School of Pharmacy, was presented by the senior class with a beautiful Masonic charm, containing a diamond set in the G, and was elected an honorary member of the college fraternity.

The Clinton Pharmaceutical Company, Syracuse, N. Y., have made a recent change in the price of iatrol, whereby druggists can now purchase through the jobbers in single ounce lots at 90c. per ounce.

Be at your place of business as early and as late as your trade demands.

When a customer enters your store do not put him to the trouble of calling you.

## ILLINOIS.

**The Condition of Trade.**

CHICAGO, August 5.—For the last two weeks the condition of the local wholesale drug market has grown more promising. The traveling salesmen are almost enthusiastic, and report that the prospects for fall trade are excellent. The tone of the market is declared to be healthful at present, retailers are buying more goods and are paying for them promptly, which shows that they do not hesitate about putting money into circulation. An advance in price is shown by some of the staples. There is hesitation shown in regard to some of the articles which, at this writing, are in the hands of the tariff conferees at Washington, and heavy trading will probably not begin until the uncertainty is over. In many lines trade is merely meeting current requirements.

The opium market has been given a boost, owing to the receipt of dispatches from Constantinople telling of damage to crops.

It is from the country that the most cheering reports come, salesmen in the South being especially pleased over crop prospects. As is usual, the total July sales are somewhat under those of one month ago, although business is good on all seasonable articles. The out of town trade is better than the local, the average of both being higher than it was one year ago, or, in fact, for any recent year. The demand for Paris green and other exterminators swells the orders from the country.

**Western News Notes.**

Charles Tanner has purchased a stock of Morrisson, Plummer & Co. and will open a new store at Milton, Wis.

S. E. Dickinson will open a new store at Hartford, Wis., the entire stock being furnished by Morrisson, Plummer & Co.

J. G. Melvin has moved his drug stock from Stella, Neb., to Mound City, Mo., where he will open up a fifth drug store.

Chas. L. Hover, of Denver, took a week off and visited Salt Lake during "Jubilee" week; he reports having a very nice time.

Mathews & Son, of Carthage, Mo., have lately moved their stock of drugs to Joplin, and under the name of the Mathews Drug Co. have fitted up one of the neatest stores in that city.

Mr. and Mrs. George P. Bush, of Chetopa, Kan., are spending the months of July and August in California.

Gus Phillips has moved his drug stock from Kansas City, Mo., to Pittsburg, Kan., and the firm will be known as the Pittsburg Drug Co. Mr. Phillips was on the road for William S. Merrell through Kansas for some time.

The drug store owned by Hugo E. Nelson, in Oakland, Neb., was sold at auction by the creditors and bid in by Miss Eda Nelson, who again sold the stock to Druggist Enfield, of Lyons, Neb. The store will be fully restocked and remain in Oakland.

A novel transaction is credited to N. Lapp, who has opened a store at 440 Forty-seventh street. Mr. Lapp was formerly at Thirteenth street and Wabash avenue, and when he left that location he disposed of his old stock to a second-hand dealer.

Smith & Nealden, of Denver, who purchased the stock of J. J. Riethmann & Co., from the assignee, have disposed of most of the goods to the local druggists, and shipped the remainder to Salt Lake and St. Joe, which closes out the old Riethmann stock completely, leaving Denver with but one jobbing house.

At a recent meeting of the Colorado State Pharmaceutical Board the following-named out of twenty-six passed as pharmacists: W. A. Bieringer, Denver; A. A. Cullen, Leadville; E. H. Kennard, Denver; M. F. Maddison, Erie; H. C. Meralich, Black Hawk; J. T. Shaeffer, Silver Cliff; J. T. Warburton, Denver, and S. R. Woods, Denver.

## Obituary.

Death has claimed three Illinois druggists within the last few weeks. Robert E. Storey, one of the pioneers in the drug trade in Chicago, died Sunday evening, July 11th, at his home, 154 Leavitt street. Mr. Storey was 59 years of age. His birthplace was Albany, N. Y. He left there at the age of 9 and went to Wisconsin with his parents. During the war he saw service in the navy as an officer on the battleship *Ottawa*. At the close of the war he came to Chicago and started in the drug business. For a long time he was clerk for Mann & Dyche, whose store was on the northeast corner of Dearborn and Randolph streets. Some time after this firm dissolved, Mr. Storey purchased an interest, the name being Dyche & Storey. Upon the death of Mr. Dyche his brother, Dr. D. R. Dyche, took his place, the firm name remaining the same. A branch store was opened at Madison and Halsted streets, which Mr. Storey managed, and upon the dissolution of the firm he retained this stand. Mr. Storey kept this store until 1887, when he retired. Since that time he had been living quietly, as his health was not of the best, rheumatism and other ailments preventing activity on his part. Mr. Storey was at one time a member of the American Pharmaceutical Association and a member of the Chicago College of Pharmacy. He was a prominent Mason, and attended the Third Presbyterian Church. The remains were taken to Oshkosh, Wis., for interment.

R. C. Hattenhauer, of Peru, Ill., ex-President of the Illinois Pharmaceutical Association, and a member of the American Pharmaceutical Association, died unexpectedly Saturday night, July 10th. Mr. Hattenhauer was well known to the majority of members of the Association, as he was a frequent attendant at the meetings.

C. M. Weinberger, of 219 Wells street, died July 13th. He was an old druggist of Chicago. It is believed that his death was hastened by the hot spell which held sway over the city for so many days.

## MISSOURI.

## Preparing for the A. P. A. Meeting.

St. Louis, Aug. 2.—Arrangements for attending the annual meeting of the American Pharmaceutical Association at Lake Minnetonka are occupying the time and attention of many Missouri druggists just at present. The delegation from this State will leave St. Louis on Wednesday, August 23d at 8.30 a. m., over the Chicago & Alton Railroad, reaching Chicago at 4.36 p. m. There they will be taken in charge by a delegation of Chicago druggists. At 6.30 they will join the delegations from New Orleans, Cincinnati, Louisville, New York, Denver and Indianapolis on a special train over the C. & M. & St. P. Railroad for Lake Minnetonka, where they will arrive Tuesday morning, Aug. 24, in time for breakfast. The fare for the round trip from St. Louis will be \$16.60. The double sleeper berth from Chicago is \$2. It has been figured out that the round trip can be made for \$35, including all expenses. Of course there will be ample opportunity for those who are so inclined to make the bill much larger. There will be the usual large delegation from St. Louis, consisting of the old stand-by's, who always go, besides several who have not heretofore attended.

Dr. H. M. Whelpley, of 316 Clark avenue, the St. Louis member of the Committee on Transportation, desires to hear from all parties in this section, who anticipate joining the St. Louis delegation, so that adequate arrangements can be made for the trip from St. Louis to Chicago and for accommodations on the sleeper from there to Lake Minnetonka.

## Annual Alumni Excursion.

St. Louis, July 18.—The druggists of the city turned out in force on Thurs-

day evening, July 15, and enjoyed the annual boat excursion given by the Alumni Association of St. Louis College of Pharmacy. The evening was delightful. The excursion steamer, *City of Providence*, left the wharf at 8 o'clock, bearing some two thousand pill-rollers and their friends, and leaving the usual number of belated arrivals standing on the bank waving a sad farewell. The young, the old and the middle-aged danced, ate and drank to their heart's content. The Scudder Grocery Co. had a representative on hand with an abundance of cigars, which were liberally distributed among all the smokers on board. The return was made at 11 o'clock, when the druggists went home to wait until August 12th, on which occasion the St. Louis Drug Clerks' Society will give their annual moonlight excursion.

## Local News.

The Phenique Chemical Co., of this city, have just moved into elegant new quarters at 2221 Elm street.

Ben Hill has been placed in charge of the cigar department at Judge & Dolph's Fourth and Market streets store.

Dr. B. Bribach, the old-time druggist of Carondelet, has taken his family and gone north for a month's vacation.

William Horstman, Ph. G., has been employed as prescription clerk at Althoff's pharmacy, 5246 Shaw avenue.

F. H. Garthoffner, proprietor of the drug store at Fourteenth and O'Fallon streets, has gone north on his summer vacation.

W. E. Smiley, a well-known St. Louis drug clerk, leaves to-day for Louisville, Ky., where a lucrative position awaits his arrival.

F. W. Fahrenkrog, Ph. G., has just accepted the position of prescription clerk at Vogt's pharmacy, Twenty-second and Dadier streets.

Leo J. Beele has resigned his position with the Finney Avenue pharmacy and will put in the remainder of the summer doing relief work.

H. L. Garvin is employed at J. M. Good's drug store, Jefferson avenue and Olive street, during the illness of one of the clerks.

The engagement of Charles Lips to Miss Amelia Boehl has just been announced. Mr. Lips is the popular city salesman for the J. S. Merrell Drug Co.

William C. F. Bade is contemplating moving his store from Eighteenth street and Shenandoah avenue to some location on Gravois avenue.

E. W. Raymond, for many years chief clerk at Francis Bros.' drug store, has purchased the Virginia Drug Co. at Suburban road and Sarah street.

Charles Gietner, the time-honored pharmacist, who recently sold his drug store at Seventh street and Clark avenue, has gone to California on a pleasure trip.

Emil Daudt, an old-time St. Louis drug clerk, but now manager of Hahly & Co.'s store, Toledo, O., is spending a few days with his old friends at this point.

William H. Laumann, chief clerk at Summ's pharmacy, Twenty-seventh street and Clark avenue, has gone up the river on a two weeks' boating trip.

Dr. H. Rhodemich, proprietor of the drug store at Tenth street and Park avenue, has arrived home from a big fishing expedition down on the St. Francis river.

P. A. Hamacher, Ph. G., a recent graduate of the St. Louis College of Pharmacy, has been appointed pharmacist at the St. Louis Polyclinic, Jefferson avenue and Locust street.

Otto Sassman says there is no place like home, so he resigned his position at Pockel's pharmacy and has returned to accept the position of chief prescription clerk in his father's store.

S. L. Pickett, the prominent druggist and politician at Jefferson avenue and Chestnut street, has just reached home after an extended visit to most of the principal cities of the East.

C. F. Wilson, at one time proprietor of the drug store at Eleventh and Rutger streets, has just returned from the East, where he has been attending college during the past year.

William Wehrenbrecht, Ph. G., formerly proprietor of the store at Fourteenth and O'Fallon streets, came out with high honors in the first year examinations at the St. Louis Law School.

W. E. Blackwell, the popular manager of the Kingshighway pharmacy, has started on a bicycle trip to his old home, Blackwell Station, Mo. This means a long, hard ride through the Ozark mountains.

Dr. Maiseles, proprietor of the Crown pharmacy, Fourteenth and Madison streets, is laid up at the hospital. In getting off from a street car a short time ago, he slipped and broke his leg in two places.

The Dios Chemical Co., of this city, filed articles of incorporation on July 15th. They have a capital stock of \$125,000, all paid. J. H. Chambers, A. H. Latimer and B. M. Gorly are the stockholders.

W. Carr has sold out his interest in the drug store at 4301 Easton avenue and expects to leave the city in the near future. Dr. Poignee has purchased his share and will continue running the stand.

William A. Rein and Miss Albertie Williams were married at the bride's home, 4607 Morgan street, on Wednesday evening, July 14th. Mr. Rein is one of the clever city salesmen for the Meyer Bros. Drug Co.

The Gem pharmacy has been moved from Marcus and Spalding avenues to the corner of Jefferson avenue and Chestnut street. U. S. McClellan is proprietor of this store, and has evidently made a good move.

F. C. Merker, a well-known St. Louis drug clerk, has been appointed chief clerk in F. H. Bader's drug store of East St. Louis. Mr. Merker started for Wisconsin a short time ago, but only got as far as East St. Louis.

W. E. Blackwell, the popular manager of the Kingshighway pharmacy, has been severely ill, but has improved sufficiently to go to his old home down on the farm at Blackwell Station, Mo. He will return to his post of duty as soon as his health will permit.

A. V. Marquardt, Ph. G., chief prescription clerk at Weipert's pharmacy, Ninth and Olive streets, has gone on his summer vacation. He started by boat to St. Paul, Minn., with a view of stopping on the way to visit friends at various points.

Henry C. Rohm, Ph. G., for some time chief clerk at Kring's pharmacy, 1801 Morgan street, is opening a store of his own in East St. Louis. He expects to be ready for business by the first of the month, and will have one of the handsomest stores in the city.

F. W. Sennawald, Secretary of the Missouri Board of Pharmacy, has left for Elkhart Lake, Wis., to spend the remainder of the summer. He expects to be present at Lake Minnetonka when the members of the American Pharmaceutical Association gather there in annual session.

C. G. Penny, the popular druggist and politician at Twenty-second and Market streets, has taken his family and gone to the famous Blue Lick Springs of Kentucky for a two weeks' rest. Mr. Penny is a very busy man while at home, and this Kentucky resort is his favorite resting-place.

C. W. Smith, formerly proprietor of the drug store at Fifteenth and Chambers streets, has just opened a very attractive stand at Fourteenth and St. Louis avenues. Mr. Smith has the reputation of making a success of his undertakings, and he certainly has favorable surroundings on this occasion.

Charles J. Koch, formerly clerk at Allen & Geiger's pharmacy, 716 Olive street, has purchased the Rutger Street pharmacy, Eleventh and Rutger streets. Dr. W. A. Shank, the former proprietor, has left for Poplar Bluffs, where he expects to engage in the practice of medicine.

William Oldendorff has resigned his position with Kring's pharmacy, 316 South Broadway, and gone to his home at Waterloo, Ill., where he will remain until fall. Mr. Oldendorff has been hard at work for several years, scarcely missing a day; and he is now out for a genuine vacation.

Charles Milne, who for some time past has held a prominent position in Prof. J. M. Good's drug store, Jefferson avenue and Olive street, is at present quite low with typhoid fever. He is at St. Luke's Hospital. Mr. Milne is ex-President of the St. Louis Drug Clerks' Society and one of the leading drug clerks of the city.

J. H. Hannauer, formerly Secretary of the Collins Bros. Drug Co., has, since the retirement of that firm, embarked in the real estate business. This makes three members of the profession who have gone into this business during the past year. Some one has wondered what kind of a firm William C. Bohm, W. C. Waldeck and J. H. Hannauer would make should they combine interests.

### The Massachusetts Board.

The Massachusetts Board of Registration in Pharmacy on the 13th and 14th of July examined 218 applicants for druggists' licenses. The list contained 41 non-graduates and 177 graduates; 91 per cent of the non-graduates were rejected and 16 per cent of the graduates. The whole number rejected was 63, or 29 per cent of the number examined. The successful candidates were:

C. W. Bruce, G. F. Curley, S. W. Ellsworth, J. F. Ryan, J. W. Homan, J. W. Ridely, Arthur McCabe, Sumner Paine, W. D. Berry, E. L. Goodall, W. J. Porter, J. H. Bacon, J. E. Prior, H. S. Hayford, W. J. Webb, O. R. Blair, H. A. Watts, W. L. Chapman, A. A. Taft, H. S. Jelalian, W. D. Shurtliff, F. E. Rhodes, A. Merchant, H. G. Howell, T. H. O'Toole, B. W. Tingley, F. C. Hemeon, L. E. Racine, S. D. Bellehumeur, C. D. Proctor, I. S. Hall, C. S. Capelle, S. S. Orr, G. A. Johnson, A. F. Thompson, O. W. Cobb, A. W. Bowman, E. H. Eidham, L. H. Birmingham, Lucille A. James, F. S. Macey, Maude F. Cain, T. F. Kelly, V. S. Merritt, C. W. Harrington, Helen L. Story, Clara P. Fitzgerald, A. Crowley, H. J. Walcott, Jr., J. H. Donnelly, T. J. Daly, F. A. Oakes, S. Gibbons, H. O. Marcy, Jr., S. Richmond, W. W. Whitehead, Cecilia L. Shershefsky, J. J. Shea, Mary E. B. Robinson, W. Hamilton, J. L. MacWilliams, J. J. Lawlor, L. B. Hayden, W. H. Shisler, L. E. Wilson, J. E. Murphy, F. T. Clarke, R. E. Savage, Winifred S. Foster, T. H. McCormick, Sara N. Merrick, E. R. Mackintosh, Belle S. Barnard, J. H. Costello, F. M. Spaulding, Fannie M. McGee, H. E. Buffam, F. Bernard, Hattie E. Kenney, J. A. Cronin, W. P. Walker, R. E. Stevens, L. J. Hickey, F. A. Sullivan, F. L. D. Rust, C. F. Maguire, J. A. Hogan, E. F. Robinson, Amelia A. Dranger, G. G. Birchard, F. E. Jones, J. A. Barton, C. E. Howland, T. C. Peebles, A. C. N. Peterson, J. C. Donoghue, M. A. Charteris, G. C. Littlefield, H. S. Emery, J. L. Preston, Florence M. Dyer, H. E. Williams, Idelle L. Edmans, F. W. Coburn, A. H. Ring, R. W. Place, E. C. Shattuck, B. H. Hopkins, F. E. Stetson, G. S. C. Badger, R. W. Guiler, F. R. Stubbs, R. C. Hurd, R. C. Larrabee, S. P. Brooks, H. T. Handy, L. W. Gilbert, A. W. Allen, E. G. Burke, H. T. Swain, C. E. Sibley, C. A. Willis, T. P. Fitzgerald, M. A. Ford, F. W. Stetson, F. T. Logan, C. F. Lynch, I. Haines, W. E. Hanlin, G. E. Pender, F. E. Smart, George Donohue, W. E. Barton, E. J. Howland, J. C. Austin, A. G. Kennedy, Helen B. West, Sophia R. Peabody, J. C. Breitling, J. S. May, G. E. Emery, W. H. Ranks, J. M. Donlan, J. T. Sullivan, J. H. Blodgett, A. S. Hartwell, H. S. B. Snow, G. H. Underhill, Annie E. Perkins, W. W. Armstrong, J. H. White, W. B. Hayward, F. F. Strong, and R. S. True.

### Granular Effervescent Salts.

The line marketed by the Armstrong Manufacturing Company, of 17 and 19 Union street, Boston, is evidently very popular with the drug trade. If what the manufacturers say as to the stability of the goods is true, and there is no reason to question their statements, their effervescent granules are worthy of the good opinion they have earned. There can be no doubt as to the modesty of the prices asked, and druggists can hardly make a mistake in stocking the line. Citrate Lithia, Bromide Seltzer, Citrate Caffeine, Sodium Bromide, Citrate Magnesia, Lithiated Compound, Hunyadi and Vichy, are named.

### Buying Profitable Publicity.

In a recent issue of *Profitable Advertising*, Mr. H. L. Kramer, general manager of the Sterling Remedy Company, gives some interesting views upon advertising, and says:

"I divide advertising into two classes, viz., display advertising and argumentative advertising. Display advertising brings the greatest results when used for the purpose of making generally familiar the name of some commodity for which there is already an arbitrary requirement. A ten-cent article can be more successfully advertised by display force than a dollar article; and by display force I mean all forms of display advertising, including newspaper display, wall signs and bulletins, street cars, posters, hangers, tackers and novelties—anything that carries the name of the article either by itself or in combination with some attractive device or eye-catcher, the price and a catch phrase. Display in this service does its duty quickly, and the results come by making constant and frequent strong impressions. No detail argument is required in this case, because there is already an arbitrary need for the article; the low price is an inducement, and mere familiarization with the name is all the influence necessary to bring to bear upon the consumer. On the other hand, a preparation that sells for one dollar, and is manufactured for some specific purpose, requires detailed explanatory argument, and display advertising alone, as above defined, has not the force and convincing power to make the prospective purchaser part with so large a sum. In this case newspaper advertising takes the form of the argumentative reader, and its most effective support is the argumentative booklets. Millions of people are familiar with the names of the best advertised preparations without ever having bought a penny's worth. Many of these will become customers when they take the time to read the detailed argument as to why and how they will be benefited by purchasing the article advertised. I consider every form of publicity good in its place and at a price.

"It affords me amusement to read the positive assertions and extravagant promises of the 'expert' advertising writer, whose stock in trade—'brains, experience, knowledge of mechanical and artistic detail'—affords a panacea that will cure an ad. of all its ills, and make the people read and believe it. Such a yearling expert, who has never invested a cent of his own money, proposes to take any business, under no matter what conditions, and by the use of his particularly powerful advertisements perform miracles of resuscitation and cause the tide of business once more to pulse through the channels which have been stopped up by old fogysm, otherwise the sturdy conservatism of former days. This is all rot, and the man born with such genius need not work for hire for others. The statements and inducements he makes are held out to encourage small advertising investments that must, as a rule, result in failure, and only by accident or luck achieve any degree of success. The advertising expert is like the man who ekes out a miserable living by selling tips at the race track, and who, were his tips reliable, could make a fortune in a day.

"It is a serious mistake to make the prospective advertisers believe that advertising is such a wonderful and powerful exhilarator of business. Successful

general advertisers are the exception. Every day a good man 'goes broke' on those tips which he buys at the race track. To make newspaper advertising successful the ground must be prepared, and there is a lot of fertilizing and cultivating to do as the crop develops. You cannot go on to the streets of a large city, throw forth a handful of wheat and expect it to grow on the pavements. Advertising will not bring results on barren ground, and many a man has become wrecked in business for the simple reason that he has depended on advertising alone for success. It is a popular fallacy that advertising, backed by the money power, will sell anything, irrespective of merit. No man ever invested large sums of money in a 'fake' preparation and got his money back. Honesty, the most zealous protection of all promises and agreements made in advertisements, true merit of the preparations that would recommend them as worthy without advertising, and the most careful and painstaking nursing and encouragement of every little advertising impression gained—all are essential. The advertiser must be content with a small and active margin of profit. The day when people were startled with a half-page or page ad. is gone—such ads. are common. Advertising only attracts attention when it is arbitrary and unlooked for, coming with strength and power when least expected. Even then it may be unprofitable, because the minds of the readers are not sufficiently prepared for the impression, or it may have all the advertising force possible and cost too much.

Successful advertising is buying publicity at a price that will afford a profit, and no advertising is good unless it pays. When and what should an advertisement pay? It is a long-drawn-out proposition. If I invest \$1,000 to-day in newspaper advertising or any other form of publicity, and at the expiration of six months find that that particular investment of \$1,000 has returned to me 75 per cent of its total cost—\$750—I am satisfied with the result, as experience teaches me that in the course of time the other 25 per cent will come back, and thereafter a sufficient amount of returns to pay a profit. Quick and direct returns from advertising—and I am talking now of the 95 per cent of all advertisers and not of the five exceptions—are very small indeed, but it's the cumulative effect, the gradual introduction of your goods into thousands of homes, the slow acquisition of the friendship and permanent patronage of the many, the making of a new customer to-day at an expense of perhaps fifty times the profit on the first bill of goods sold him—it is the continued and constant development of the good-will of consumers that in time furnishes the material that builds up a big business."

### West Virginia Board.

Gov. Atkinson has appointed the following State Board of Pharmacy: W. W. Windsor, of Brooke County, for one year; Will S. Hamilton, of Marion, for two years; Harry L. Boggs, of Kanawha, for three years, and E. F. Reifsnider, of Wood, for four years.

Author—I have a dialect story I want to sell you.

Editor—In what dialect is it?

Author—I don't know.

Editor—I'll take it.—*Truth*.





### AMONG THE TRAVELING SALESMEN.



ROBERT J. LAMPA,  
Traveling Representative of Lehn & Fink in the New England States.

The gentleman whose portrait graces this issue of *Drummerdom* is one of the oldest traveling salesmen in the employment of Lehn & Fink, wholesale druggists, of 128 William street, New York city. He completed the twentieth year of his connection with the firm last April, and is still in their employ, representing the firm with notable ability in the New England States. On April 22, 1877, he entered the employ of Lehn & Fink as an errand boy, a position which he held a little over a year—"just long enough," as he explained to our reporter, "to know the contents of the city directory by heart." After that, "down into the sub-cellar I went to shovel chloride of lime, paris green, etc. Here also I learned by actual contact the health-giving properties of an atmosphere filled with nitric oxide fumes and the other odors which are only to be found in the sub-cellars of a wholesale drug house. Those who have been there will know. Then I was transferred to the basement, where for a while I slung acids with youthful abandon and played hocus-pocus with green, blue and white vitriol. But this free-and-easy life was soon to end. Owing to a little friendly misunderstanding with the foreman—who, by the way, was laid up for repairs for two weeks in consequence—the firm thought best to widen the distance between us, in order to preserve the peace of the establishment. From the bottom, then, I went right to the top—to the cock-loft. This was to me a gratifying change, however, for, instead of the commonplace names, as copperas, potash, etc., I had now to do with such euphonious and poetic designations as penghawar djambi, tsa tsin, goldthread and maidenhair. Here also I learned the difference between cubeb and white pepper, and digitalis and henbane. Then, after having spent some years in the oil department, I was again transposed. This time I was put in the fine chemical department, and, after juggling for awhile with cabalistic formulae and mysterious nomenclature, I evolved into a salesman. The next thing I knew I had become what my Chicago friend, Prof. Hallberg, in his breezy Western style, calls 'a commercial road-agent,' but which, in the erudite and polite language of the Bostonians—the East from whence come the wise men—is termed an 'angel of commerce.' So, for the last ten years my angelic influence has been felt in the New England States in the interest of Lehn & Fink, my patrons and myself, and, I have reason to believe, to the satisfaction of all concerned.

Lew Treet, the racy plaster man, who does the road and the people in the interest of Johnson & Johnson and adhesive plasters, has been in Buffalo several days without perpetrating any sort of a joke on anyone, so far as can

be learned. There can be only one of two reasons for such a departure from the ancient custom. Either he was in too big a hurry to get to the State Association convention at Manhattan Beach or the victims died without stating what killed them.

James G. Hatch, who travels for the proprietary house of O. F. Woodward of Le Roy, has quit the road and gone to his home in Rochester for the regular summer vacation.

**BUFFALO.** Mr. Hatch travels entirely by wagon, and during the past fifteen months has covered northern New York, Vermont, New Hampshire, Massachusetts and Connecticut in four long trips, traveling about 8,000 miles. He appears to be a good horseman as well as salesman, for when he started out his team weighed only 2,200 pounds, but at the end of the second trip he had brought them up to 2,450 pounds.

C. S. Henry, the Castoria man, one of the few traveling drug salesmen who come to Buffalo in hot weather, is here, calling on all the leading pharmacists. He makes headquarters at Plimpton, Cowan & Co.'s, but takes in the retailers as well and gives them points how to do up the wicked department stores and the big groceries that carry goods in his line. The points are said to be in the line of special prices where they will do the most good, which appears to be the only way found yet to meet an unscrupulous competitor.

Two widely-known and popular drug salesmen in western New York favor us with the following note: "Since having the pleasure of meeting you at Manhattan Beach, we have traveled northward and to-day find the 'twins' on the Canadian border. Business with both has been very good, and with a few exceptions the trade say business is improving generally. President McKinley will arrive here to-day for a six weeks' vacation (Hotel Champlain). We were appointed a committee of two to receive him, and will do the honors most gracefully in true AMERICAN DRUGGIST style.

The store of Charles H. Broughton, of Whitehall, N. Y., has been purchased by A. W. Morris, formerly of Whitehall.

Smith & La Rocque, of Plattsburg, N. Y., have made some improvements, and their store is quite attractive and business very good under the direction of the genial J. C. Smith. The weather is cold enough for overcoats up here, and we slept under blankets last night. All speak highly of THE AMERICAN DRUGGIST, and we do not forget to say, "they are the people."

(Signed) "HE STILL PAYS IT."  
"STILL ON THE SIDE."

H. B. Woolston, Chicago, city salesman for Whitall, Tatum & Co., has returned from Philadelphia, his former home.

**CHICAGO.** Porter B. Fitzgerald, manager of the commercial men of Morrisson, Plummer & Co., has left with his family on a two weeks' vacation. He will put in the time at Niles, Mich., where he formerly lived.

J. F. Mathes, Chicago manager for Whitall, Tatum & Co., has gone to New York and Philadelphia for two weeks.

R. L. Green, manager of the cigar department for Morrisson, Plummer & Co., has returned from a two weeks' hunting and fishing trip in Wisconsin and is entertaining his customers these hot days with stories of the cool woods and how nice it is to get back to work.

Charles J. Bramit, assistant to Dr. Collins, President of the Londonderry Lithia Co., at the home office, is to take charge of the Western office at Chicago.

Frank Rogers, the widely-known traveler for the Searle & Hereth Co., was in Chicago the 19th, and left the following day for Watertown, N. Y., his former home, where he will spend his vacation.

C. H. Green, late manager of the perfumery department of Williams, Davis, Brooks & Co., Detroit, has engaged to travel for Nelson, Baker & Co., manufacturing pharmacists, of the same city. Mr. Green has long been identified with the drug interests of Detroit, and has a wide acquaintance among the fraternity. His route of travel will be in Michigan.

Tony Dougherty, formerly with the Collins Bros. Drug Co. of St. Louis, has entered the employ of the Hopkins-Weller Drug Co., and will represent that firm in southwestern Missouri.

A. R. Tanner, after a short visit to Nashville, Tenn., is once more booming business for the Hopkins-Weller Drug Co. in southern Illinois.

Will Thompson, of the Hopkins-Weller Drug Co., is preparing for his fall trip through north and west Missouri, where he will boom the sundry business.

George W. Groves, one of the popular salesmen for the Hopkins-Weller Drug Co., of St. Louis, has been quite sick for the past few weeks, but expects to be on the road again in the near future. Southeastern Missouri is his favorite district.

J. T. Eskridge, with Parke, Davis & Co., Detroit, Mich., has been doing detail work for the past few weeks.

Henry C. Stearns, with Frederick Stearns & Co., Detroit, Mich., is again among his friends in this city.

A. Bateman, with Eli, Lilly & Co., Cincinnati, Ohio, was a recent caller in this city.

G. C. Wattles, Parke, Davis & Co.'s representative, who calls Denver home, is on a trip through Utah, and incidentally took in the "Jubilee" at Salt Lake City.

Charles Adams, Colgate & Co.'s representative, is again calling on his Denver trade.

J. C. James, with W. A. Hover & Co., reports trade as very good in his territory.

W. R. Zimmers, of this city, has been doing detail work for Frederick Stearns & Co. among the Denver physicians recently.

Dr. S. S. Hatfield, representing John Wyeth & Bro., Philadelphia, Pa., paid Denver a short visit recently. The doctor has been South doing special work, and was on his way to Salt Lake City to take in the "Jubilee."

E. H. Brown, with Johnson & Johnson, is again in Denver. "Brownie" is well liked by the trade, and makes his goods sell wherever he goes.

Dr. Clark, the representative of the Malted Milk people, was in town a few days last week; he was on his way back to Illinois to see his old home. The doctor and his chainless bicycle attract a great deal of attention.

John Morrison, one of W. A. Hover & Co.'s city men, spent last Sunday at Buffalo Park. John says his health demands a change, hence the Sunday trip.

### A Traveler's Wish.

I wish I had a line of goods  
That no one ever had,  
And every merchant wanted,  
And wanted awful bad.

I'd send the trade a little card,  
And tell them "I'm in town,"  
And if they wanted any stuff  
They'd better come right down.

I'd treat them as they treat me now;  
Oh, I'd make some feel awful "dizzy";  
And when they come around to call,  
I'd say, "I'm very busy!"

"I guess you'd better come again,"  
I'd say, to some I know—  
"If you don't want these goods of mine,  
You take your traps and go."

"When am I going out?  
Well, what is that to you?  
My house won't ship you any goods,  
Your pay is most too slow."

Some merchants act the gentleman;  
To such I'd ne'er refuse  
A treat to Buck, or kindred drinks,  
And thus expel the "blues."

I could wish, and wish, and wish in vain,  
Until I was blind and sore—  
For such a wish could never be,  
So I shall wish no more.

### A Musical Drummer.

Passers on the streets near the Langwell paused last evening to listen to the sound of a cornet which, clear and sweet, floated out on the evening air. The more curious looked up and down the street for a sight of the musician, but only a few saw him. It was Harry Bradley, of New York, who was in town yesterday, and, according to his custom, was amusing himself and his friends in a style that he alone is master of. By simply pursing up his lips he imitates to perfection the different tones of a cornet or bugle and makes the sound so distinct that on still evenings it may be heard for over a block. He was chatting with some friends on the walk before the hotel last evening and, without thinking of it, gave a bar or two of music. Attorney H. H. Rockwell, who was passing, was greatly

pleased with the novel music, and after he had met the musician, Mr. Bradley gave a bugle call for his benefit. The call was exactly like that of a company bugler, and so plainly was it given that the men at the fire headquarters came out and looked up the street for the player.

Mr. Bradley travels for a New York drug

company, and is frequently in the city. He says he has often entertained private parties with his peculiar music, and has received many offers to go on the stage. He is a genial young man and has many friends in Elmira, who are often entertained with his cornet solos.—"Elmira Daily Advertiser."



## Review of the Wholesale Drug Market.

NEW YORK, AUGUST 9, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

**B**USINESS has been stimulated and a considerable number of important price changes have transpired as results of the enactment of the much-discussed tariff bill. All parts of the country have shared in the general improvement. Orders from interior merchants have been received during the fortnight in satisfactory volume, indicating a return of confidence in regard to trade prospects. The indications for the fall are favorable for a much-needed increase in the movement of goods, reports from all sections showing that supplies are being taken in a larger way. The more important price changes due to the enactment of the Dingley tariff bill include advances in salicylic acid and the salicylates, gallic acid, tartaric acid, cream tartar, lactic acid, chrysophanic acid, ammonium carbonate, chloral hydrate, English calomel, bleaching powder, thymol, orange peel, celery seed, gelatin. Advances were also made in cocaine muriate, croton oil, anise oil and sassafras oil. Saccharin is offered lower.

### DRUGS.

*Balsam Copaiba* has sold fairly in the interval. Para is held with increased firmness and nothing offers below 45c. for prime quality. Central American is stationary at 37½c to 40c.

*Buchu Leaves*, short, have been in fair demand and sales have been made at 9c. The quotation of 9c. to 11c. is maintained with some show of firmness.

*Cacao Butter* has appreciated in value in sympathy with the higher prices ruling for this article in the foreign market. Sales at the last auction in Amsterdam were at 11¼d., an advance of about 1d. In this market ton lots on spot were quoted at 27c., and smaller quantities at 28c. and upward.

*Chamomile*, German, is reported scarce abroad and the supplies are understood to

be below the average. On 1897 crop prices have advanced to 18c. to 25c. as to quality.

*Cinchonidia* is showing some superficial movement, but prices have not materially advanced. Stocks are reported light and 12c. is asked in some instances, though 10c. will yet buy.

*Cocaine Muriate* has been advanced by one of the leading makers to the basis of \$2.95 for bulk ozs.; 1 oz. vials, \$3.00; ½ oz. vials, \$3.05; ¼ oz. vials, \$3.10; ⅛ oz. vials, \$3.20; 100 oz. contracts, 20c. per oz. less.

*Henbane*, new crop, has arrived and offers at 8c. to 12c. as to quality.

*Juniper Berries* continue in good statistical position. We note sales during the fortnight of 15 to 25 bales at 2¾c., which marks a further slight advance.

*Laurel Leaves* are firmer, and sales have been made at an advance of ¼c., or, say, 2½ to 3¼c.

*Lavender Flowers* have been in demand and we hear of numerous small sales at 6c.

*Opium*, contrary to expectations, has not been affected at all by the passage of the Dingley bill. There is a complete absence of important inquiry, and this, taken together with a certain pressure to realize upon the part of holders, has weakened the tone of the market. The demand is lacking in spirit, with jobbing quantities the limit of most buyers. While \$2.35 to \$2.40 represents the range for case lots and broken packages respectively, a few holders have, it is said, effected sales at a shade less, or say \$2.32½ for original packages.

*Quinine* has developed considerable activity during the past week, and a sharp advance in prices has taken place, one manufacturer quoting 21c. firm. Cable advices from the foreign market report an upward tendency for both the bark and alkaloid, and the business of the week has been large in anticipation of still higher prices. The supply in second hands is practically exhausted and outside holders have virtually withdrawn from the market pending developments. Manufacturers are taking orders at the advanced prices with considerable reserve, and it is reported that both

foreign and domestic manufacturers are sold well ahead. The revised quotations are: bulk, 21c.; 50 oz. tins, 21½c.; 25 oz. tins, 22c., and 5 oz., 23c. The situation reveals a strong upward tendency on nearly all lines of staple drugs and a further advance in quinine particularly is anticipated by many shrewd observers of market conditions.

*Saccharin* prices have been lowered by the leading producers and the revised range is at \$8.00 for 500 strength, \$8.00 for 450 and \$6.50 for 300.

*Saffron*, American, has receded somewhat and is now quoted lower, or say, 15c. to 16c.

*Salicylate Soda* has advanced 5c. in consequence of the increased cost of acid. The revised quotation is 45c. to 48c. as to quality and quantity.

*Soap*, Conti's white, is firmer to the extent that 9¼c. is now asked. Mottled is steady at the quoted range.

*Thymol* has hardened materially in the interval owing to tariff changes, and an advance is generally asked. Quoted \$1.80 to \$2.00 as to quantity.

*Tonka Beans* are without material change. They are unaffected by the new tariff and prices are as last quoted.

*Vanilline* is quoted firmer, in view of a cessation of the active competition between manufacturers which has distinguished this article of late. Nothing now offers below \$2.00, bids at 5c. less having been turned down.

#### DYESTUFFS.

*Aniline Salt* is held with increased firmness owing to light stocks. Sales for prompt delivery were at 17c.

*Divi Divi* has continued firm and values are well sustained in the face of a limited spot supply. Sales at \$40.00 to \$42.00.

*Gambier* has improved in demand, the transactions of the fortnight including large sales ex ship at 2.72½c. to 2.75c. The increased interest extended to the article is attributed to speculative influences.

#### CHEMICALS.

*Arsenic, Red*, has appreciated to a trifling extent in the foreign market and values are firmer here in consequence. The market is well sustained at 6¼c. to 6½c. to import.

*Borax* prices have been advanced by some holders to 5¼c. to 5½c. for refined California.

*Brimstone*, crude seconds, has continued steady and in demand at the recent advance to \$20.25 to \$20.50.

*Calomel*, English, has marked an advance of 5c., or, say, to 90c.

*Chrysophanic Acid* has been advanced and supplies are not now offered below \$4.75.

*Copperas* is firmer, though the demand continues without special feature; quoted 45c. to 48c.

*Cream Tartar* prices have been revised by the manufacturers who are now quoting 24¼c. to 24½c. as to quantity.

*Gallic and Pyrogallac Acids* have been advanced 10c. and 40c. respectively as a consequence of the new tariff. Gallic now quoted 63c. to 65c.

*Nitrate Soda* has been in good demand of late, but no special action has developed. Values at the moment are a trifle irregular, \$1.67½ quoted for round lots on the spot, and \$1.65 for forward shipments.

*Oxalic Acid* is higher and firmer, with 7¼c. as the inside price, while 7½c. is nearer the general asking price.

*Salicylic Acid* is higher in view of the increased duty. Manufacturers quote 45c. for crude bulk and 55c. for crystals. Supplies can be obtained from second hands at a fraction less, or, say, 44c. to 54c. for amorphous and crystals respectively.

*Tartaric Acid* is firmer, and values have advanced to the range of, say, 30½c. to 31c. as to size of lot.

#### ESSENTIAL OILS.

*Anise* has developed increased firmness in view of strong advices from China and a more liberal demand. We hear of a few sales at \$1.90, but \$2.00 is generally asked.

*Sassafras* continues in good demand and firm, with sellers at 39c. to 40c. for natural.

*Wintergreen* has not varied in the interval. The market is well sustained at our quotations.

#### GUMS.

*Aloes*, Curacao, are firm and in demand, with the sales at 2½c. to 3c.

*Asafetida* is held with increased firmness in view of light stocks, and the tendency is to a higher range, though we are reported one sale of good quality at 18c. Quoted 20c. to 22c. as to quality.

#### ROOTS.

*Belladonna*, new crop, is coming forward, and for this sellers quote 10c. to 12c.

*Orris* is meeting with only a limited demand, and it is reported our quotations are being shaded in some quarters.

#### SEEDS.

*Canary, Smyrna*, continues active, with sellers firm at 1½c. to 2c.

*Celery* has advanced in consequence of the higher duty imposed by the new tariff schedule, and sales are now making within the range of 7c. to 7½c.

*Coriander* is held slightly higher in the foreign market, but prices here are as yet unaffected; bleached held at 2¼c. to 2½c. and unbleached 2c.

*Grains of Paradise* show a further appreciation. Sellers quoting firm at 7c.

*Mustard*, California yellow, of the new crop, was offered at 2c. f. o. b. on the coast, rail or sail shipment, with rail freight to New York 50c. per 100 pounds, and sail freight 30c. per 100 pounds. California brown "Trieste" offered at 2¼c., same conditions.

*Quince* is attracting some attention, but values are unsettled, 40c. being the lowest figure quoted on Italian and 45c. on German.

#### Wholesale Druggists' Prices.

The effects of the change in the tariff while manifested in the market quotations in original package prices, have not as yet affected the quotations of jobbers. It is probable, however, that the changes will go into effect in jobbers' prices by the time that this journal is in the hands of our readers.

#### Not So Sudden.

A young fellow in town was surprised the other day. He proposed to a girl, and instead of her saying, "It is so sudden," she said, "It's about time."—*Inman Review*.

#### The Allegretti Suit.

Following is the text of the decision in the suit brought by the Allegretti Chocolate Cream Co. against parties vending unlawful imitations of the well-known Allegretti confectionery:

State of Illinois, County of Cook, ss.:  
In the Superior Court of Cook county: Allegretti Chocolate Cream Company vs. B. F. Rubel, I. A. Rubel and Giacomo Allegretti—Bill Term No. 6868.

"This cause coming on to be heard on the bill of complaint herein, answer of defendant's and complainant's replication thereto, the court having heard the evidence adduced by complainant and defendants and arguments of counsel, and being fully advised in the premises, doth find that the equities of said bill are with the complainant; that complainant has full right and title to the use of the name or word 'Allegretti,' as alleged in said bill; that the material allegations in said bill are true.

"It is, therefore, ordered, adjudged and decreed by the court that said defendants, B. F. Rubel, I. A. Rubel and Giacomo Allegretti, and each of them, their agents, servants, attorneys, representatives or assigns be perpetually enjoined and restrained from using the name 'Allegretti' or 'Allegretti & Co.' in the sale of chocolate creams and confectionery in the County of Cook aforesaid, except when such use is coupled with words clearly indicating that such goods were manufactured and are sold by B. F. Rubel, I. A. Rubel and Giacomo Allegretti, and not by Ignazio Allegretti or the Allegretti Chocolate Cream Co., and that said complainant do have judgment herein for its costs in this proceeding, to be taxed by the clerk."

#### BY STEAMER TO MINNETONKA.

##### 2,000 Miles of Water Travel.

The steamer journey from Buffalo to Duluth is the most luxurious and delightful trip on the American continent, and the only one of its kind possible in the world. The twin screw steamers Northwest and Northland, of the Northern Steamship Co., are as elegantly fitted up, as safe and as commodious as the great transatlantic liners. These ships are not surpassed in any particular, either in construction, equipment or furnishing, by any in the world. In connection with the Great Northern Railway, this line forms the dustless and most delightful route across the continent, and the ideal American trip.

The steamer Northwest, sailing from Buffalo on Friday, August 20th, at 10.15 p. m., will carry a large party of members of the American Pharmaceutical Association, including the secretary, Charles Carlin, Jr., of Baltimore; the treasurer, S. A. D. Sheppard, of Boston, and a party from New York City in charge of Caswell A. Mayo, of the Transportation Committee. For further particulars and for state room reservations address I. M. Bortle, general passenger agent, Buffalo, N. Y., or E. D. Spencer, 375 Broadway, New York City.

"How did it happen that you were let off with a reprimand while the other scorches had to pay a fine of \$3 each?" "I proved that I rode the same make of wheel the Court rides."—*Chicago Tribune*.

### New Canadian Tariff on Toilet Goods.

The new Canadian tariff just adopted does not alter very materially the position for some years current in regard to the importation into that country of perfumery, toilet articles, soaps, brushes, combs, etc., etc.

The following are the new rates:

Toilet soaps, 35 per cent ad valorem; combs, 35 per cent ad valorem; brushes, 25 per cent ad valorem; manufactures of rubber, 25 per cent ad valorem; toilet preparations, non-alcoholic, 30 per cent ad valorem; toilet preparations, alcoholic, in small bottles, 50 per cent ad valorem; the same, in bulk, \$2.40 per imperial gallon and 30 per cent ad valorem; previously this item was 15 cents per gallon less; glass articles, 30 per cent ad valorem; pomades, 15 per cent; perfumes, in bottles of not more than four ounces, 50 per cent; in larger bulk, \$2.40 per imperial gallon and 30 per cent; previously this item was 15 cents per gallon less; advertising matter of all kinds, 15 cents per pound.

The Canadian duties have in the past been the same upon goods coming in from the United States as from England. Now, however, there is a preference made in favor of Great Britain of one-eighth less this year, and after July 1, 1898, one-fourth less than upon United States goods. No difference will be made, however, in regard to perfumery containing alcohol, upon which the duty will remain uniform irrespective of the country of its origin.

### NOTES ON PRICES.

The following price changes are announced by Merck & Co.:

Owing to increase in duty salicylic acid amorphous advanced 100-lb lots, bulk, one delivery, 45c per lb. incl.; less than 100 lbs. bulk, 47c per lb. incl.; salicylic acid crystals, 10c per lb. higher. Less 1 per cent extra discount where no brokerage is incurred. Net 30 days, or 1 per cent for cash within 10 days, f. o. b. New York. Usual advance for packages smaller than five pounds. Protection against decline on undelivered quantities of a contract only.

Owing to increase in duty chloral hydrate advanced for quantities of less than 100 lbs.: Crysts—Bulk, \$1.30; 1s, \$1.45; ½s, \$1.55; ¼s, \$1.65; ozs., \$2.60 lb., g. s. b. Crusts—Bulk, 1.25; 1s, \$1.40; ½s, \$1.50; ¼s, \$1.60; ozs., \$2.55 lb., g. s. b. For quantities of 100 lbs. and over, to be taken at one time: Crysts—Bulk, \$1.25; 1s, \$1.40; ½s, \$1.50; ¼s, \$1.60; ozs., \$2.55 lb., g. s. b. Crusts—Bulk, \$1.20; 1s, \$1.35; ½s, \$1.45; ¼s, \$1.55; ozs., \$2.50 lb., g. s. b. For quantities of 1,000 lbs. and over (delivery for which may be extended over 3 months): Crysts—Bulk, \$1.19; 1s, \$1.34; ½s, \$1.44; ¼s, \$1.54; ozs., \$2.49 lb., g. s. b. Crusts—Bulk, \$1.14; 1s, \$1.29; ½s, \$1.39; ¼s, \$1.49; ozs., \$2.44 lb., g. s. b. All less 1 per cent extra discount and 1 per cent for cash within 10 days, f. o. b. New York, packing incl.

On August 2d we shall reduce the price of saccharin Fahlberg to the following schedules: Saccharin refined, over 500 times as sweet as sugar, \$8.75 per lb.; in lots of 25 lbs., \$8.25 per lb.; in lots of 100 lbs., \$8.00 per lb. Saccharin ordinary, over 300 times as sweet as sugar, \$7.25 per lb.; in lots of 25 lbs., \$6.75; in lots of 100 lbs., \$6.50 per lb. Saccharin neutral, easily soluble, over 450 times as sweet as sugar, \$8.75 per lb.; in lots of 25 lbs., \$8.25 per lb.; in lots of 100 lbs., \$8.00 per lb. Two and one-half per cent extra discount to the wholesale trade. Merck's

saccharin tablets (½ gr. refined): Bottles containing 100 tablets each, \$2.00 per dozen; bottles containing 500 tablets each, \$9.00 per dozen; bottles containing 1,000 tablets each, \$16.00 per dozen. Ten per cent extra discount to the wholesale trade.

The price of hydra sugar, 550, will probably be reduced to an equivalent based on quality merits.

### Change in Price of Iatrol.

The Clinton Pharmaceutical Company, Syracuse, N. Y., have made a recent change in the price of Iatrol, whereby druggists can now purchase, through the jobbers, in single ounce lots at 90 cents per ounce.

### Advance in Price of Apollinaris.

Charles Graef & Co., of 32 Beaver street, New York, the sole agents of the Apollinaris Co., Limited, London, issue the following announcement under date of July 26th:

In consequence of the heavy duty imposed by the new tariff act on mineral waters, we are compelled to advance prices on Apollinaris.

The prices on orders for 25 cases or more of Apollinaris (terms as heretofore) will, on and after this date, be as follows:

Per case of 50 glass quarts.....	\$ 8 00
Per case of 100 glass pints.....	11 50
Per case of 100 glass splits.....	8 50

subject to a semi-annual rebate of  
50 cents per case of 50 glass quarts,  
50 cents per case of 100 glass pints,  
on condition that the goods are not sold below  
\$ 8 50 per case of 50 glass quarts.  
12 00 per case of 100 glass pints.  
9 50 per case of 100 glass splits.

### HINTS TO BUYERS.

Owing to the unusual pressure of orders for goods the Standard Flint Glass Works, of Philadelphia, will be obliged to continue operations in their factory without the usual summer stop.

We call attention of our readers to the advertisement of Parker, Stearns & Sutton on the front cover of the last issue. Their Alpha brand is a household word. Every druggist should be stocked with their goods.

It is well to remember that "Diluted Fluid Extracts Are Not Tinctures," as Gilpin, Langdon & Co., of Baltimore, Md., say in their advertisement on the front cover of the last number. This house has for years made a specialty of assayed powders for percolation, and their line is now recognized as standard all over the country. Druggists who make their own preparations should certainly use these goods.

Every druggist who enjoys a trade with the better class of people should display prominently on his counter the new Vigor Floral, made by the International Perfumery Company, of 131 Liberty street, New York. There is nothing like it on the market, and it should prove a very ready seller.

Druggists who invariably specify the D. & O. brand when ordering essential oils, get fine goods at best market prices. The goods are put up in 4, 8 and 16 ounces, and in larger packages. See that the package is intact and Dodge & O'cott's label in evidence.

Druggists in want of wood boxes should get samples and prices from Henry H. Sheip & Co., of Philadelphia, before placing their orders. This is an old and reliable house, with best facilities and ample capital and experience.

### Specialties for August.

Risley's specialties, manufactured by C. F. Risley & Co., wholesale druggists, 108 Greenwich street, this city, are among the best-known preparations of their kind sold to the New York drug trade. In the advertisement of this firm on another page, prominent attention is called to their "Specialties for August," including Chloride of Lime in boxes and cases, "Drop-ded" for bed-bugs, and other insecticides of effectiveness. A good seller, which can be sold at a profit, is Risley's Pure Extract of Witch Hazel. Interested readers are referred to their advertisement.

### A Mississippi Vet.

A Mississippi veterinary surgeon advertises thus:

"I am still in Greenville with a large supply of medicine for horses, mules and stock. Am always ready to serve the people with medicine or surgery. You know Anthrax is a species of charbon, and has been here for several years. You have burnt your mules up with concentrated lye and chrode of supplement linament. I have the Charbon Linament that I make myself and guarantee it to cure every case. Cases were cured by me last week. Also the fluenza is among horses as is black leg."

### A New Tin Box Catalogue.

We have just received a neat 48-page illustrated catalogue from William A. Gill & Co., the well-known manufacturers of tin boxes and cans, of Columbus, O., a copy of which will be sent free upon application. They have recently obtained a patent on a rounded corner seamless tin box, which stands easily at the head of the list of all the so-called "new boxes," and have also added many new styles of boxes and cans to their large line. Their boxes are for sale by all the jobbing druggists and druggists' sundry men of the United States and Canada.

### Mosquito Blessings.

The *Boston Transcript* is responsible for this new view of the mosquito. We do not vouch for it ourselves.

First—A mosquito cannot live in air that is free from malarial poison. Untainted air has the same effect on him as a healthy community on a doctor; it deprives him of patients, and he must go to less favored localities to practice.

Second—The lymph of the mosquito, which flows through an automatic valve when its proboscis is inserted, contains a modified germ of the malarial fever, and the introduction of this weak germ renders harmless any attack by the strong germ of the fever.

Third—The mosquito never swallows human blood. The fact is, it cannot; its body simply becomes discolored and swells while probing, caused by the discoloration of its lymph in contact with



the blood and the muscular effort of inserting the probe.

Fourth—A mosquito will never insert its lancet in a person not susceptible to an attack of malaria. In this respect its sense is more accurate than the most skilled and experienced pathologist. This also proves, not only its unerring instinct, but that it never wounds unnecessarily. Its thrusts are those of a skilled and humane surgeon, and even more unselfish, for hope of a fee never quickens him, nor does the malediction of his patient deter him in the fulfillment of his duty.

### Johnson's Tablets.

The digestive tablets, formerly known as Papoid and Soda, are now known as Johnson's Tablets. The proprietors are spending a great deal of money and energy in advertising them. Wherever introduced, they stay and make permanent friends. They do good—cure dyspepsia and indigestion. The retail price has never been cut.

We are authorized to make the following offer to the retail trade: With every order for one dozen Johnson's Tablets Johnson & Johnson, New Brunswick, N. J., will send free a dozen trial-size tablets that can be given away or sold. Most dealers sell them at 10 cents each. A display stand for the counter. This is a work of art. It holds six bottles of tablets, and has two glass tubes that show how Johnson's Tablets digest every imaginable kind of food. It forms a unique and graphic experiment in physiological chemistry that attracts attention. It sells the tablets and incidentally sells other goods. There is also sent a supply of circulars, etc. This outfit will surely sell the one dozen tablets. It has often sold six dozen tablets without any other advertising. The way to get this display stand, samples, etc., free is to send Johnson & Johnson, the selling agents, an order, to be filled through your jobber, for one dozen Johnson's Tablets. Cost, \$4. If you think you could sell six dozen or a gross, write Johnson & Johnson, and they will make you a special offer. Write them anyway. They will send you a sample of tablets and a miniature picture of the stand.

### The Drug Clerk.

An object for admiration and appreciative consideration is the drug clerk of to-day, says Dr. C. B. Hall, in the Hyde Park (Ill.) *Call-Sayings*. It is doubtful whether any one has a harder lot, everything considered. Still it appears to be an attractive calling. Why it is so is as hard to explain as why so many physicians commit suicide. Their professional services are given for less pay than any skilled or unskilled labor in the market; and their hours are sixteen to eight in comparison. While the greatest skill and care are required of him in the filling of prescriptions, an equal amount of drudgery is demanded in keeping things decent and in order. Although in some stores there is some division of labor, in many of them the one clerk does everything, from washing windows and bottles to selling perfumes and the other "fine goods" to the ladies. But perhaps the most exacting and trying calls made on the drug clerk are those which have no relation to his work as a pharmacist, but which have been thrust upon him owing to the fact that the store is on a corner and always open. The sale of stamps

and the giving away of almanacs and empty cigar boxes is nothing to the trials of body and soul which the telephone has evolved. This has a pathetic side to it also, for all the sorrows of the neighborhood come to his ears and, quite as much as a clergyman or physician, he must be sympathetic and helpful, and guard confidences as faithfully. No other field of effort has so many and so varied demands made on it with less compensation in money or gratitude.

### Why the Chickens Died.

A professor at one of our universities is the subject of a queer anecdote. Last winter he was married and went to house-keeping outside town. This spring he thought he would add a few hens to his stock; he already had a dog. He set a couple of hens and in good time had two large broods of chickens. He was very proud of them, but in a week or so the fowls began to die. The professor called in a neighbor to look at the chickens and offer advice. They were certainly a dilapidated lot of chickens that the neighbor viewed. They were thin and apparently without ambition.

"What do you feed them on?" asked the neighbor, after a brief survey.

"Feed them?" responded the professor, as though he didn't hear right. "Why, I don't feed them anything. I thought the old hens had enough milk for them."—*The Christian*.

### Beer Drinking and Longevity.

Insurance doctors are much against beer drinking. Dr. Rogers, of the New York Life, in reference to beer, says: "Recently I had occasion to make some study of what happens among persons engaged in the manufacture of beer. My cases included not only the workmen engaged in breweries, but also the proprietors of breweries. It is a curious fact that the mortality among the proprietors is about as high as among the workmen, showing that they are all given to copious libations. The mortality is strikingly low among the brewers in early years. Up to forty or thereabouts brewers seem to be about as good risks as pretty much anybody else. After forty the mortality rises very high, and I should say that at fifty-five or fifty-six years of age about three brewers may be expected to die where one average person dies."

### A Lady Pharmacist in Sweden.

Sweden can now boast of a lady pharmacist. Recently, Froken Martha, the 19-year-old daughter of Frederik Bartholin Leth, of Carlshann, Sweden, passed her examination at the Pharmaceutical Institute at Stockholm.

### American Alcohol in Japan.

Alcohol is now being shipped from the United States to Japan in competition with German spirit, which has hitherto held the monopoly there, and, with the advantage of an export bounty, has been laid down at rates that could not be met by the makers of American-corn spirits. Recently, however, the Americans have obtained reduced freights, making it possible to ship alcohol to Yokohama from Peoria, in Illinois, at a profit. Thus far three carloads have been forwarded.

### Going to Bed Without Food.

A writer points out that this is a mistake. Animals, he alleges as an example to the man, eat first and sleep after. The long interval between supper and breakfast, and the emptiness of the stomach during sleep, is injurious, and to it is attributable much of the emaciation, sleeplessness, and general debility met with. He advises the weak and sleepless to take nightly a light, simple meal before going to bed, if they would improve their health. A bowl of milk and bread, or a little oatmeal regularly taken for a few months will have a surprising influence in toning up the system and increasing the weight and strength. This is a simple treatment, and might be found advantageous.

### Surgery and the Demimondaine.

A small group of very swell Parisian demimondaines have just instituted a "Diner des Infecondes," under the honorary presidency of a famous gynaecologist noted for his ability in performing the operation of ovariectomy. This charming collection of ladies meets for dinner once a month, the surgeon presiding at the table. A "Dinner of Dyspeptics," a "Lunch of Lunatics," an "Epileptic Evening."

### The Intelligent Compositor.

Ours is a marvel. We wrote: "Is there no balm in Gilead?" Supposing we didn't mean it, or were mistaken in the town, our compositor slung it up "Goliad." But that's a small matter. Some years ago, in compiling a mortuary report from exchanges, we wrote: "Dr. Jno. B. Baillyhache, *aet.* 74 years, born July 20, 1822, and died —." Imagine our consternation on finding the proof sheets to read: "Dr. Jno. Bellyache eat 74 ears corn July 20, 1822, and died —."—*Texas Medical Journal*.

### Window Displays of Perfumery.

M. Eugene Mesnard, of the High School of Science, at Rouen, says: "Sunlight is the chief cause of the transformation and destruction of perfumes. Sunlight is a powerful chemical force, acting through all stages of their elaboration to their total resinification" (in the living processes of plant life.—Editor).

This is quite true, also, of perfumes in artificial combination—extracts, as we call them—and especially of such as contain the citrus or terebinthinate group of oils (as lemon, orange, bergamotte, etc.); a comparatively brief exposure to direct sunlight will hopelessly impair all their freshness and delicacy of odor.

In view of this well-established scientific fact, it seems strange that manufacturers do not caution buyers against making window displays of newly purchased goods. It is sure to cause disappointment and prejudice in the public mind when the goods come into actual use.—*Toilet Goods Buyer*.

### Patient Wit.

In the surgical ward to a nurse it occurred  
To ask of a patient, a sufferer new,  
Of morphine or chloroform which he preferred,  
And he answered her softly that ether would do.

# American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXI. No. 4.  
Whole No. 381.

NEW YORK AND CHICAGO, AUGUST 25, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 West Broadway, New York.

A. R. ELLIOTT, President.

GASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 222 Randolph Street.

ROMAINE PIERSON, . . . . . Manager.

#### SUBSCRIPTION PRICE:

Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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## THE RETURN OF PROSPERITY.

THE most encouraging reports con-  
tinue to be received from the busi-  
ness centres in which we have cor-  
respondents as to the business outlook.  
The farmers of the country are jubilant  
over the prospect of large returns from  
their crops, and the markets for nearly  
all lines of goods reflect the better feel-  
ing which prevails.

The drug trade is, of course, sharing  
in the general revival, and our local mer-  
chants report that both the wholesale and  
retail branches are purchasing more  
freely and in larger quantities than has  
been the rule for some time past. Money,  
which has been scarce, is coming in more  
freely, and collections generally are im-  
proving, all of which must be very grati-  
fying to the retail dealer, who will find  
that trade will be stimulated and a new  
interest given to it by the increased feel-  
ing of confidence which is slowly but  
surely spreading.

The leading iron-trade paper, *The Iron Age*, of New York, speaks in a most  
hopeful way of the better condition of  
the country with regard to the movement  
of supplies. It is convinced, indeed, that  
the United States is now entering upon  
the commercial career long ago seen to  
be its manifest destiny. Other trade  
journals throughout the country speak  
in an equally hopeful tone.

While the gradual stiffening in values  
which has been a noticeable feature of  
the market for drugs, dyestuffs and chem-  
icals, as reflected in our periodical re-  
view of the wholesale drug market, has  
been due, in some instances, to active  
competition among the manufacturers  
and to the increased rates of tariff duty

on certain drugs, the advances can be  
traced for the most part to purely natural  
influences, a fact which makes the im-  
provement more significant and is cal-  
culated to give greater stability to the  
market.

The druggist should contribute his  
share toward helping along the boom in  
business. There never was a time, in  
fact, when it behooved him more to give  
that careful attention to his arrangements  
for business which would assure him the  
advantages connected with more pros-  
perous times. He should look to it care-  
fully that his stock is sufficiently assorted  
and diversified to meet the requirements  
of his trade; that he is carrying such side-  
lines as commendable prudence would  
suggest; that the important matter of  
buying receive due attention, enabling  
him to purchase the best goods at the  
lowest obtainable prices, and that the ar-  
rangement of his store and the display  
of his goods are the best obtainable with  
his resources and in his surroundings.

The successful druggist keeps up with  
the advance in chemical, pharmaceutical  
and therapeutical knowledge, while  
equally alert in commercial matters and  
informing himself completely as to the  
sources, values and qualities of the com-  
modities he deals in. Prosperity is not  
for them who are content to carry on  
their business in a sluggish and hum-  
drum way and after antiquated methods.

The importance of care in buying  
should not be underestimated. Many  
of our readers have at different times ac-  
knowledgeed their indebtedness to this  
journal for information in regard to  
prices, which has resulted in consider-  
able saving to them. Care and skill in  
buying drugs are best assured by study-  
ing the condition of the wholesale drug  
market, as reflected in our fortnightly  
Review of the Wholesale Drug Market,  
a summary of fluctuations in values  
which puts the druggist in possession of  
facts which enable him to purchase goods  
advantageously, and thus add to his  
profits.

## RELATION OF THE PHARMACIST TO THE PUBLIC.

A BUFFALO druggist wrote to his newspaper the other day to get the editor's opinion on the important question of where the duties of the druggist to the community should begin and end.

"Is it part of a druggist's duties," he asks, "to wake his neighbors mornings, if they so desire? Such a request has come to my store lately. I refused. Was that proper?"

The editor's reply is good. After conceding that his correspondent may have lost a postage-stamp customer by not being obliging enough to act as an alarm-clock, he tells him that the druggists are themselves to blame for their condition. "Nowadays," says the editor, "most neighbors consider their druggist as chore-boy, and perhaps he is to blame himself for this."

The druggists of Chicago have long been noted for their subserviency to the whims and demands of their directory and postage-stamp patrons, but we find it hard to believe that the aggressive and independent druggists of Erie County would allow their pharmacies to be converted into bureaus of information and intelligence offices. The inquiry of the Buffalo druggist would seem to indicate that this condition had been nearly reached there. New York druggists do not allow themselves to be so imposed upon, and, we dare say, their relations to their customers are generally as intimate and confidential as those existing anywhere.

## MR. EBERT'S CONNECTION WITH THE PABST PLAN.

IN a preceding issue we published the plan of the Pabst Brewing Co. for the prevention of price cutting, and at the same time called attention to some rather remarkable statements contained in the report of the committee who drew up the plan. The names signed to the report on the plan included that of Albert E. Ebert, of Chicago, who, with his associates, composed of a leading Chicago jobber, and a professor in the Chicago College of Pharmacy, was made sponsor for some thinly veiled attacks upon the members of his craft, besides a number of most absurd statements concerning the business policy of druggists and the general attitude of the craft toward the traffic in patent medicines. Mr. Ebert's name was attached to the report, as stated above, and his standing as a man "prominent in National Pharmaceutical Clubs" was duly emphasized. Notwithstanding all this, we took the lib-

erty in our review of the plan of questioning Mr. Ebert's connection with the report of the committee, and it will be seen from the letter of Mr. Ebert, which we print below, that we were amply justified in so doing.

In printing Mr. Ebert's letter, we are glad to have the opportunity of setting him right in the eyes of the druggists of the country. Mr. Ebert says:

### MR. EBERT'S LETTER.

The comments and criticisms in a late number of the AMERICAN DRUGGIST on "a plan to stop cut prices," so far as they relate to the undersigned, seem just and well deserved.

There is, or should be, an observed maxim:

"Thou shalt not sign thy name, or let others sign it, for you, to any document, written or printed, unless thou knowest its contents, and fully comprehend its meaning."

This important adage I did not observe, and, therefore, shall have to take the medicine, although nauseous, like a good and obedient child.

So far as the plan is concerned, the committee could not have submitted anything different, as it was to be a composite of what the various writers who were competing for the offered prizes had suggested in their contributions.

However, that portion of the printed report that treats of the "CAUSES," "FACTS AND FACTORS," "MANUFACTURERS," "JOBBER" and "RETAILERS," is not the expression of the committee, at least, not so far as I am concerned, but is the personal opinion, knowledge and utterance of the person who prepared the report for publication.

I was promised that the draft of the report would be submitted before being printed, but it was never received by me, and I had no opportunity to approve or disapprove of the same until it was printed and circulated. ALBERT E. EBERT.

Not the least interesting feature of this communication is the unconscious revelation of the attitude of the proprietary manufacturer toward the retail druggist. How can the manufacturers hope to "conciliate" the retailers if they are to continue in their work of misrepresenting them and placing their business policy in a false light? Of the fact that the manufacturers of proprietary articles are really anxious to "conciliate" the retailers, there is no doubt. The subject was fully discussed at the meeting of the "Association of Wholesale Dealers in and Manufacturers of Proprietary Articles," held at Philadelphia last year, and a "Committee of Conciliation" to meet with representatives of the different associations of retailers was actually formed, though the name of the committee was afterward changed to "Committee on Fraternal Relations" upon the recommendation of Mr. Leeming, the secretary of the association, who objected to the name first proposed, because he said it

flavored of "throwing a sop to the retail Cerberus" and was undignified.

The majority of the retailers of the country make no profit on the sale of patent medicines, and many are indeed tired of the whole business and disposed to look upon the sale of patent medicines and nostrums of whose composition they are ignorant as a wholly illegitimate undertaking, and one not warranted by the traditions of the craft. But the Pabst Brewing Co. have ideas of their own on this subject, and they are apparently quite convinced that pharmacists prefer to sell patent medicines in place of compounding physicians' prescriptions. They tell us that patent medicines are the legitimate outcome of the advance in pharmacy, and would lead us to infer that the pharmacist who does not carry a complete stock of the various tonic biters, blood purifiers and pills is not abreast with the progress of pharmaceutical science! The Proprietary Association has never gone so far as this, and we need not predict the reception which the plan will receive when it is presented to the Association at the Richmond meeting in October.

The problem of the regulation of prices will never approach solution until the manufacturers take better measures to keep their goods out of the department stores, where they are used as baits to lure the unwary on to the purchase of other goods on which there is a greater profit.

## OUR ANNUAL SPECIAL.

The AMERICAN DRUGGIST for September 10th will be an unusually interesting number. In addition to a complete report of the proceedings of the forty-fifth annual meeting of the American Pharmaceutical Association, it will contain a number of interesting special articles prepared for this journal by well-known writers on pharmaceutical topics. The edition will much exceed in size the ordinary issue of the AMERICAN DRUGGIST, and copies will be placed in the hands of every non-subscriber who has a rating at a commercial agency. Advertisers have come to recognize the value of our annual special edition as a medium through which to bring their wares more prominently to the attention of the retail drug trade. Including our regular list of subscribers, upward of 30,000 copies of the journal will be distributed among the druggists of the United States, Mexico and Canada. The advantages of this extensive circulation among druggists having good bank accounts are obvious. We need only mention the fact to impress advertisers with the necessity of sending in orders for advertisements and inserts without delay. Advertising matter for our special edition will be received up to noon on September 2d.

## NOTES ON PRACTICAL PHARMACY.<sup>1</sup>

BY JOHN K. WILLIAMS,  
Hartford, Conn.

At the association meeting in 1889 I submitted a very informal paper concerning the preparation of some of the simpler galenicals of the U. S. Pharmacopoeia, suggesting, from experience, methods of manufacture and short-cuts not in accord with that work. The suggestions at that time were well received, and I am therefore inclined to offer you a second paper in the same line of work.

### Pharmacopoeia Revision.

What I said in my former paper about not following the U. S. Pharmacopoeia, 1880, processes to the letter, while observing the essential proportions, I would repeat as quite applicable to the edition of 1890. If in this last edition the revisers had given less time to working out the metric system and more to presenting up-to-date methods of manufacture (if it is going to give any), it would be more welcomed by the average busy pharmacist of to-day. I say, "if it is going to give any method," for I note with satisfaction that in all probability the British Pharmacopoeia, soon to appear, will omit all methods of procedure, simply giving the articles and proportions, and relying upon the chemist to produce the best results by any method he has found practical and best.

### Processes for Galenical Compounds Wanted.

In this connection I wish to condemn the omission in the 1890 Pharmacopoeia of any mention or method of emulsifying either fixed or essential oils, when preparations of this sort are called for daily, both on prescription and verbal orders. It is not an answer to say that the National Formulary has a dozen forms. This U. S. Pharmacopoeia, 1890, is official, and a later work, and should have settled upon some one rapid and perfect method, and fixed the standard proportion of oil in the emulsion of cod-liver oil.

Referring to my former paper<sup>2</sup>, I wish to add, under the emulsion head, that I have found even quicker results are obtained under the dry or so-called "continental" method in the emulsifying of those difficult oils of wintergreen and turpentine, if, say, 5 per cent of castor oil is incorporated with those oils before adding the requisite quantity of water to be used in the first instance, in that method. The reason probably is that castor oil has a greater affinity for water, just as is shown in the case of petrolatum, which will readily take up water if a small portion of castor oil is added to it first.

### A Primitive Emulsifier.

I wish also to call attention to a very primitive and rapid emulsifier. You can make one for 50 cents. I made one out of a long, narrow tin can in which concentrated nitrous ether was packed. The wooden cover, dasher, and handle, I had turned out to fit it. It is nothing more nor less than the old-fashioned churn principle. In a larger earthenware one that I have, I can make two gallons of emulsion in three minutes. Prof. Stevens' (of Brooklyn) vaginal

syringe method<sup>3</sup> is vastly inferior as compared with this for rapidity or ease with which the result is obtained, not to speak of the ease of after-cleaning. Formula—3 ounces of powdered acacia, any desirable flavoring oil, cod-liver oil, one pint. Put all in the dry churn, then stir with a spatula to mix merely; then add all at once 9½ fluid ounces of water, put in the dasher and churn away, observing to keep the dasher under the fluid while working it. The union is almost instantaneous, but it is best to continue the churning for a few minutes while in this thick state, to whiten the resultant emulsion. After this add without care, churning in the meantime, the remainder of the water or other fluids. However, never add oil or use the measure that the oil has entered without cleansing it first.

### New Wrinkles for Syrups by Percolation.

This method of preparing syrups I refer to again, because the last Pharmacopoeia is so entirely wrong, from my experience, in directing that a plug of sponge be "pressed down into the neck of the percolator." Instead, I have found that a grooved cork placed in the neck of the percolator, to prevent just that "pressing down," then a thin, broad piece of fine sponge, with a nipple-shaped projector double the thickness of the rest in the centre, to rest on the cork, serving as a diaphragm, gives me the most rapid and satisfactory results. I also find that a wedge-shaped stick is useful to level and loosen the sugar in the bottom of the percolator when nearing the end of the work, so that the dropping is maintained uniformly to the last and no channels are formed. I regret that the Pharmacopoeia should make this percolation method secondary to that of "shaking up until dissolved," and that an essential direction was omitted, viz., that as soon as the fluid begins to drop, the orifice should be closed for twelve hours, allowing the sugar to melt somewhat before commencing to flow. The old-fashioned loaf sugar gives me clearer and finer syrups.

Syrupus senegae and Syrupus scillae compositus I find give excellent satisfaction when made after Rother's suggestion for syrup of ipecac that I gave in the former paper. I use the root coarsely ground as for percolation, and remacerate it, using about half of the menstruum for each, taking about three days for each maceration. For the menstruum I use in the proportion of about 2 per cent of stronger ammonia, 20 per cent of alcohol, and 80 per cent of water.

### Process for Syrup of Senega.

Take of senega root, 10 troy ounces; stronger ammonia-water, 3 fluid drams; alcohol, 4 fluid ounces; water, 20 fluid ounces. Macerate in a closed vessel for three days, express and strain, return the dregs and remacerate with stronger ammonia, 1 fluid dram; alcohol, 4 fluid ounces; water, 16 fluid ounces. Express and strain as before. Mix the two decantates, add 1 ounce of precipitated chalk, filter, and pass enough water to complete 25 fluid ounces. Percolate this through 38 troy ounces of sugar, and make up to 48 fluid ounces.

### Formula for Syrup Squill Compound.

Take of squill and senega, each 10 troy ounces; stronger ammonia, 3 fluid drams;

alcohol, 3 fluid ounces; water, 40 fluid ounces. Macerate in a closed vessel for 3 days, express and strain; return the dregs, and remacerate with stronger ammonia, 1 dram; alcohol, 8 fluid ounces; water, 40 fluid ounces. Express and strain, mix the decantates and shake with 2 ounces of precipitated chalk, filter, percolate through sugar, 100 troy ounces, to make about 8 pints or 168 troy ounces. Add antimony and potassium tartrate, 2 drams, dissolved in boiling water, 1 fluid ounce.

### Simple Syrup of Squill.

In syrup of squill I also add 10 per cent of alcohol to the menstruum, and remacerate it, using all of the menstruum that is going to be required, 2 parts in the first maceration, 1 part in the next, 3 days each; then filter (but do not boil), then percolate. It keeps clearer than by any other method I have tried. I confess to a decided preference for the use of the root direct in the making of these syrups, rather than anybody's fluid extracts, more troublesome though it may be.

### Process for Medicated Waters.

These preparations seem to come in for much discussion in divers places, and here is my process—differing again from our ancient and honorable friend, the revision of 1890: Take of equal volumes of oil, alcohol, glycerin, mixed. Fo'd two filters together, open out, and with a glass rod—used in mixing the oil in the graduate—spread the thick mixture over the surface of the inner filter; place the filters in a rubber or other funnel capable of resisting heat, and turn in the full quantity of water at near the boiling point. Catch the first filtrate in the graduate in which is the glass rod, and return that to the filter; allow all to pass, and return to the filter two or three times. Camphor is dissolved in its own weight of alcohol in a small mortar, then add the glycerin, and proceed as with the oils. One trial of this will demonstrate the simplicity and rapidity of preparation, as well as the superior quality and permanency. But right here I will add that none of these waters should be made in any such quantities as is commonly done. They should be made anew every two or three weeks at furthest, no matter how made.

Rose water is not included in this method, because that ought to be distilled from the leaf. Its use in eye lotions is so general, and that sort is now easily obtained at small cost.

### How to Manipulate in Making Tincture Opium Camphorated.

I refer again to this tincture to say that even if you do not care to use the requisite quantity of tincture of opium in lieu of the few grains of the powder, as I suggested in my former paper, you will find the finished product free from the usual cloudiness, whichever process you use, if you dissolve the oils and solids in the total quantity of alcohol, instead of adding them to dilute alcohol, and then add all the water hot. This rule of using hot water instead of cold applies to many other preparations, well known to most of you, such as bringing liquors to proof, in cologne, etc.

### A Pointer on Extract Vanilla.

In this connection I will submit my method of preparing extract of vanilla, which, after years of experimenting and trial, I have found to give me the best

<sup>1</sup>From the proceedings of the Connecticut Pharmaceutical Association, 1897 meeting.

<sup>2</sup>Pharmaceutical Record, ix., 5, p. 67.

<sup>3</sup>The credit for this properly belongs to W. P. DeForest, of Brooklyn, who described it first in the AMERICAN DRUGGIST for December, 1894, page 425.



results. Cut the beans as short as convenient, and pound a small quantity at a time in an iron mortar, using an equal weight of rock candy to disintegrate them and absorb the oil. Put in a keg holding at least a third more than the quantity you wish to make, add the alcoholic menstruum, first in the proportion of 2 volumes of alcohol to 1 volume of water, then follow immediately with the water boiling hot, and immediately cork tight. Wrestle with this keg many times a day for four weeks, then drain off and pass through a coarse strainer into a stock keg, in which is a faucet. To the dregs in the macerating keg add about one-third of the quantity of fresh menstruum in the same proportions of water and alcohol. Macerate for four weeks, with agitation, and express without much pressure, and strain (not filter) as before. Reserve this to be used as one-third of your next menstruum, and so on in all future manufactures. I have found that too long-continued maceration imparts a woody aroma to the product. I have no sympathy whatever with the addition of an atom of tonka to an article that is sent out and labeled "extract of vanilla."

#### Ageing of Extract Vanilla.

I am now coming to what I consider the most important of all directions in the manufacture of this article, and a point upon which very little stress is usually laid. I refer to the age at which this extract should be sold. After it is decanted (never filter vanilla; let settle and decant) keep it at least one year before sale, and better, two to five years. I find it pays me to use only Graves' triple French cologne spirit—\$3.25 per gallon, though it is—just as it does in the making of colognes. After the extract is strained into the stock keg I place that on the highest shelf in the room, and do not intend to draw from it for a year at least. The general dissatisfaction with this article is no doubt largely on account of its sale as soon as finished, for you would not recognize the article after a year's age, especially when kept in wood; and maybe your patron's last purchase from you was a year or more old when the present purchase was new. Does it evaporate when so kept? Certainly, and that must be estimated in the cost. I have found that in working a seven and a half-gallon lot there is a loss by maceration and evaporation in a year's keeping of one gallon at least. I use at least one and one-half ounces of bean to the pint, and there is no economy in using a dry, cheap, trashy bean; get the best, without going in for "fancy" sorts, but get a rich, full-flavored, unsplit bean, such as sells at first hands to-day for \$10 to \$12 per pound, in small lots of five or ten pounds.

#### Selection of Oils in Making Colognes.

This is a large subject, and I am only going to touch upon one source of failure and disappointment, and that is the forgetfulness or ignorance of the characteristics of some of the more common oils respecting their proneness to develop the terebinthine odor in a very short time, especially when placed on the average store shelf. When you direct your clerk to make up the cologne as before, of course he must use the oil stock on hand, and hence the result is complaint that it is not as good as the former lot. To oils of orange, lemon, and peppermint I always add equal volume of cologne spirit as soon as received from the large exclusive oil dealer, which I find stays the de-

velopment of the terebinthine odor for one or two years. I always make up my various colognes in a concentrated form at once on obtaining the oil fresh from specialist, adding at least three parts of spirit to one of oil. And here again, as in the vanilla extract, is an illustration of the great value in keeping cologne from one to two years—in the dark—before sale. You would not think of selling whisky or brandy fresh from the still, and why do you these perfumes?

#### Formula for Permanent Flour Paste.

The most important and constant servant, and yet how indifferently equipped in this respect is the average store. The following has given me the greatest satisfaction, as it has others, including wholesale establishments who have tried it, and the cost is practically nothing. The peculiar advantage of it is that it is made up quite thick, keeping any length of time, never gets watery or sour, so that a three-months' stock is made at once, and then reduced to the desired consistency when wanted.

Take of wheat flour, 8 ounces; alum, borax, of each,  $\frac{1}{2}$  ounce; boric acid, oil of sassafras, of each 1-16 ounce. Mix in a granite-ware dish, using a square red-wood paddle. Add all at once cold water, 8 ounces, and whip out all lumps, then add concentrated acetic acid, 1 ounce (or 2 ounces of 36 per cent) and boiling water, all at once, 16 ounces. Place over a hot fire and heat to break the starch globules, indicated by the appearance of a bluish tint and great adhesiveness, stirring constantly to prevent burning. (Don't continue the heat too long, for it cooks somewhat after removal from the fire.) Transfer to a covered jar, and when wanted reduce this with boiling water, about one part of paste to two of water, observing to add the water slowly and boiling hot while whipping smooth.

#### New Process for Brown Mixture.

Compound liquorice mixture is a frothy, fermentative mixture, and not elegant at the best. I concentrate the preparation, so to speak, by omitting the bulk of the water, so that the stock bottle does not foam when shaken nor ferment, and then, when dispensed, I add the water ounce for ounce by volume. I also add glycerin in lieu of sugar, which still further prevents fermentation and is admissible. It may save you time and figures if I give you my process.

Formula—Purified extract of glycyrrhiza, pulverized acacia, of each 6 drams; glycerin, 1 fluid ounce; spirit of nitrous ether, 6 fluid drams; wine of antimony,  $1\frac{1}{2}$  fluid ounces; camphorated tincture of opium, 3 fluid ounces; water, 6 fluid ounces. Mix the powders in a mortar with the glycerin, and dissolve with 3 fluid ounces of hot water; transfer to a bottle; add the remainder of water, then the other ingredients, and lastly water enough to make 13 fluid ounces.

#### Liquid Tolu Balsam.

This I find a great convenience, by dissolving tolu balsam in a bottle—tared—with sufficient alcohol so that 1 ounce weight represents one-half ounce of the balsam, when it is ready for any use desired by simply weighing into any container the required amount.

#### U. S. P. Zinc Oxide Ointment Formula Faulty.

The U. S. Pharmacopoeia, 1890, process of sifting in the zinc oxide does not

meet the difficulty. The real trouble is that the powder cannot be gotten under the pestle with that form of grease, and this revision attempts to get around it by sifting it into hot benzoated lard and stirring until cold. If you will use about 10 per cent of hot castor oil to the zinc first, in a warm mortar, you can in one minute rub the zinc to the perfection of smooth paste, because castor oil is tacky, and the powder is held under the pestle. Then the 90 per cent of benzoated lard can quickly be distributed through without heat other than the original warmth of the mortar. I again refer to the fact that the heating of benzoated lard to any high temperature precipitates out the benzoin, if there is any in it—which is not the case if the U. S. Pharmacopoeia gum-tied-up-in-a-bag method of benzoating is pursued. Any one who has had the least experience knows that benzoin is not soluble in hot fats of any sort. As I suggested in the previous "Notes," dissolve the gum in its own or double its weight of ether, filter through cotton and add 10 per cent of castor oil, evaporate by air exposure to syrupy consistence. This gives you a most perfect ethereal benzoate, representing all the value of the gum used, which is miscible with lard in any quantity without heat.

These formulas and suggestions are taken from my own experience, and are not theoretical; they are in daily use in my store. Not but what I constantly study all and frequently make changes of methods; and so would impress upon you the necessity to work over your formulas and improve them, and not go on blindly, simply because they were good ever so many years ago, or because some one man in the U. S. Pharmacopoeia has said that you must do thus and so.

#### The Origin of Sherlock Holmes.

Dr. Conan Doyle, the progenitor of the now famous detective of romance, has been telling his friends how Sherlock Holmes came about, and it happens that one of the professors at Edinburgh University furnished the materials or suggestion for this wonderful character.

Dr. Doyle says: "Sherlock Holmes is the literary embodiment, if I may so express it, of my memory of a professor of medicine at Edinburgh University, who would sit in the patients' waiting-room with a face like a Red Indian, and diagnose the people as they came in, before even they had opened their mouths. He would tell them their symptoms, he would give them details of their lives, and he would hardly ever make a mistake. 'Gentlemen,' he would say to us students standing around: 'I am not quite sure if this man is a cork-cutter or a slater. I observe a slight callus or hardening on one side of his forefinger, and a little thickening on the outside of his thumb, and that is a sure sign he is either one or the other.'

"His great faculty of deduction was, at times, highly dramatic. 'Ah, he would say to another man, 'you are a soldier, a non-commissioned officer, and you have served in Bermuda. Now how did I know that, gentlemen? He came into the room without taking his hat off, as he would go into an orderly room. He was a soldier. A slight authoritative air, combined with his age, shows he was a non-commissioned officer. A slight rash on the forehead tells me he was in Bermuda, and subject to a certain rash known only there.'"

## THE CONDITION OF THE RETAIL DRUG BUSINESS AND THE REMEDY.

By R. W. POWERS,

President of the Powers Drug Co.,  
Richmond, Va.

[Read at the Charlottesville Meeting of the Virginia Pharmaceutical Association, July 20, 1897.]

I have been asked to prepare a paper on "The depressed and unsatisfactory condition of the retail drug business, its causes and its remedies."

We have all felt the general depression of business during the past five years—no one has been exempt. The manufacturer, the artisan, the agriculturist, the laborer, the jobber, the retailer, the professional man and the man of science, have all, without exception, felt its baneful effects, but none, in my judgment, has felt it so severely as the retail pharmacist.

Even in the best of times the retail druggist is the poorest paid, the hardest worked man in the country, when you consider the responsibility of his vocation, the technical knowledge he must have in order to follow his business, the untiring attention he must give it and the sacrifices he must make for it, for he has no time of his own; not even is he permitted to enjoy the rest which sweet sleep brings, without being aroused at any hour of the night to furnish a postage-stamp or some other insignificant article to some inconsiderate sleepless mortal, and he is even deprived of the rest which the holy Sabbath day gives.

### Too Many Drug Stores.

Why is it that this most important, most responsible and most respectable business is so unremunerative? What are the causes?

First, there are too many druggists in business; the supply is greater than the demand. There is in every city and town about one retail druggist to every one thousand persons. One to every three thousand would be sufficient to supply all the demands made upon them, but how can this be remedied? We live in a free country, and any one who has passed his examination before the Board has the right to open a drug store, however small it may be. I fear that the evil of oversupply must continue until men learn by sad experience that the life of a retail druggist is not a bed of roses; that because he charges 50 cents for a prescription, which takes an hour to prepare, though the actual material in it does not cost 10 cents, it is not all profit. A man will send for a plumber, who, perhaps, furnishes a few cents' worth of lead, and if the plumber works an hour and the man gets off with a dollar, he may consider himself very fortunate; but if the pharmacist who has to rent a handsome storehouse has to carry a good stock, and, above all, has to have a good education, charges half what the plumber does, there is a great hue and cry that his business is all profit and every one wishes to get into it.

### Educate the Public.

When the public learns that it requires skill, capital, business capacity and untiring energy to make the drug business even a partial success, then, perhaps, men may pause and consider before embarking in it. When the retail druggist puts

into practical use the result of his education and training, and produces from his own laboratory remedies to meet every possible want in the community, and ceases to rely on the preparations of some other manufacturer, he will find his business much more profitable.

So far as possible, he should compound everything he sells. To do this, he must have the appliances and the skill, and must be in close touch with the physicians of his neighborhood, so that they may have confidence in him, and will prescribe his preparations instead of the preparations of some other manufacturer. Keep only the best and purest goods, and ask and obtain a fair price for what you sell.

### Condemnation of Price-Cutting.

Second.—One of the most potent causes of the unsatisfactory condition of the retail drug business to-day is the cutting of prices—certainly the most useless and unbusinesslike thing the retail druggist can do, and one which invariably brings loss and oftentimes disaster to the trade. No one ever buys patent medicines because they are cheap. You may offer a bottle of Hood's sarsaparilla for 50 cents to a well man, and he will not think of buying it. A woman will buy all manner of dry goods, trimmings, ribbons and laces because they are cheap. She will fill every drawer in her room with them. She will spend 10 cents in car tickets to buy a yard of calico, which she does not want, to save 1 cent a yard, if she thinks it a bargain. She will purchase sufficient groceries to last a year or so, and shoes for all her children, until she has to throw them away because they have outgrown them, but you can never induce her to buy a supply of medicine, with the hope of being sick, because it is cheap.

### How Cutting Begins.

Cutting is usually begun by some druggist selling a dollar article at 85 or 90 cents, and a twenty-five-cent article at 20 cents, and his competitor hearing of it determines to meet the cut, and goes 5 or 10 cents better until the entire fraternity are selling at prime cost, and even less, as is the case to-day in Richmond. No one ever sells any more by cutting. If one does, it simply forces his neighbor to do the same, and he gets no thanks for it from the community, for the better class of people condemn it. There is an innate sense of justice in the American people that will always prompt them to give a fair compensation for services rendered. The average cost of conducting a retail drug business is from 25 to 33 1-3 per cent, if the business is charged a fair salary for the services of the proprietor, and when he buys an article at 75 cents and sells it for \$1, he has simply sold it at about the cost of conducting his business, and when he sells it at less he has sold it at a loss.

### The Remedy.

My remedy, then, is to urge you to organize in every community and determine to stop this most destructive and unbusinesslike practice; sell every article at the list price. Imitate the doctors in this respect. They have a code of prices, and they live up to them and deem it unprofessional for any one to deviate from them.

### Injudicious Buying.

Third.—There is another cause for the

unsatisfactory condition of the retail druggist, not so potent as those I have referred to, but sufficiently so, I deem it, to mention it in this paper. It is the injudicious buying of new and unknown preparations, simply because he is promised a lot of free advertising or some cheap gift enterprise presented to him in a plausible manner by some agent who is well paid to introduce the article. Turn a deaf ear to all such offers. When a demand is created by the manufacturer, it will be time enough to buy his products in such quantities as his trade will justify.

### The Department-Store Evil.

I will only mention one more cause for the depressed and unsatisfactory condition of the retail drug business, one for which, I regret to say, I have no remedy to offer. It is the department store. This has deprived the druggist of a very profitable branch of his business, of which, until recent years, he had almost exclusive control; namely, the sundries department. The large department stores, with ample capital, with enticing and extravagant advertisements, have, in the large cities, diverted, in a large measure, this branch of business from the druggist. As a rule, the stock they carry is of an inferior grade, and when a person wants a really good article he is forced to purchase it of the druggist.

The only remedy I can suggest is to carry the best grade of soaps, brushes, toilet articles in a limited quantity, and place a reasonable price on them. I do not know what to suggest to suppress the department store evil. I fear it has come to stay. It is certainly disastrous to every branch of retail business, and when carefully analyzed it will be found that the goods sold are no cheaper; for, as a rule, they are of an inferior quality. The city and State should impose such a heavy tax on all such stores as to either drive them out of business or confine them to one line. I know that I am treading on dangerous ground, and that it would be hard to make a law that would suit the case. I merely throw out the suggestion so that you may consider it, and if feasible help to mould public sentiment in favor of enacting such laws as will protect legitimate business.

### Changes of Time—Relations with Physicians.

In conclusion (for this paper is too long, and my only excuse for it is my sincere sympathy for you and my deep interest in you, for I began life in a retail drug store, and well know its hardships and its trials), there have been vast improvements in the retail drug business since I first went into it. At that time nearly all the preparations were made by the druggists. Such things as sugar-coated pills, elixirs and capsules were unheard of, and while these improvements have greatly contributed to the success of the physician and reduced the disagreeable taste of the compound, it has also greatly diminished the profits of the business and increased the capital necessary to conduct it. For this reason and many others I might mention I should advise you to cultivate a closer relationship with the doctor, and insist that just as he demands that you shall not prescribe, that you also demand that he shall not become a walking apothecary, with his pockets full of tablet triturates already mixed and prepared to suit every ill that man is heir to.



### Recent Additions to Materia Medica.

**Vaseloxyne** is a preparation resembling vasogen, which has recently been placed upon the market in Germany.

**Ethylamine.**—On the ground that this preparation forms a compound with uric acid which is soluble in cold water, Dr. Goldschmied is of the opinion that it is indicated in the treatment of gout and of urinary deposits.

**Ubrigin** is the name given by a Berlin firm to a soap, in which is incorporated fine particles of plant fibre, and which also contains boric acid. The soap is intended to act as a mechanical detergent and to render the use of a brush unnecessary.

**To Prepare Pure Lard.**—Dohnardt recommends the following process: Chop up fresh fat from the region of the kidneys, add dried sodium sulphate, try out on a water bath, strain through a cloth and stir well until cold. The lard so obtained is very white, odorless and keeps remarkably well.

**Glycerin Ointment.**—Dohnardt recommends the following process as producing an excellent ointment, while it is much less troublesome than is the process of the German Pharmacopoeia: It consists simply in mixing 10 parts of starch with 20 parts of cold water, and adding this to 100 parts of hot glycerin, stirring constantly.

**A Permanent Aqueous Tincture of Rhubarb** may be obtained, according to Dohnardt, by macerating 25 ounces of finely cut rhubarb, free from powder, with 1 ounce of borax and 7½ ounces of alcohol in a covered receptacle for four hours, then adding 30 ounces of water, allowing to stand 10 hours and finally filtering. The result is an active, clear, permanent preparation.

**To Detect Alpha in Beta-Naphthol.**—Dissolve 0.144 Gm. of Beta-Naphthol in 5 Cc. of absolute alcohol, and 15 Cc. of toluol. Then add 1 Cc. of Para-Nitro-Anilin solution (0.14 Gm. dissolved in 9 Cc. of hydrochloric acid). Dilute with water and agitate vigorously. The layer of toluol which soon separates out is then drawn off and 5 Cc. of normal soda solution is added, and the resulting coloration compared with that produced in a solution made with materials of known purity.

**Pyridin as a Reagent for Blood.**—Donogary has utilized the reaction of pyridin with haemochromogen as a means of detecting the presence of blood in various liquids. He applies the test to urine by mixing 10 Cc. of the urine with 1 Cc.

each of the solution of ammonium sulphide and of pyridin, when, if blood be present, a more or less intense orange-red color is developed. Sputum, etc., is first dissolved in 20 per cent soda solution and pyridin, followed by ammonium sulphide, is then added.

**To Prepare Ergotinol.**—First deprive powdered ergot of its fixed oil, extract with water; acidulate the aqueous extract and submit to hydrolisis. Neutralize, induce alcoholic fermentation, dialyse and concentrate until each Cc. of the product represents 50 centigrammes of the ergot used. The resulting preparation keeps well and acts very rapidly. It is used in the same manner as extract of ergot. The pain which it causes when hypodermically injected can be alleviated by the addition of cocaine or morphine to the solution.

**Method of Purifying Beta-Naphthol.**—Liedmann (*Rep. de Pharm.*) proposes the following method: Dissolve 50 Gms. of commercial beta-naphthol in 50 Cc. of hot toluol, allow to cool and throw the crystalline mass on a filter; wash the crystals with 100 Cc. of a mixture of equal parts of petroleum ether and toluol and, lastly, with 50 Cc. additional of pure petroleum ether. The yield is about 80 per cent of a product melting at 122 to 124 degrees C. by repeated crystallization, the melting point can be made constant at 122 to 122.5 degrees C.

**To Distinguish Eucalyptol from Oil of Eucalyptus and Oil of Turpentine.**—Schamelhout (*Rep. de Pharm.* 1897, 292) recommends the following method for distinguishing eucalyptol from oil of eucalyptus and oil of turpentine. Five drops of eucalyptol added to 4 drops of a solution of bromine in chloroform yields a yellowish red color; turpentine oil is not colored by the addition of 250 drops of this reagent while eucalyptus oil gives a greenish yellow color with 25 drops and a reddish yellow color with 95 drops of the reagent. The depth of color produced when the reagent is added drop by drop affords a means of approximately estimating the amount of adulterant present.

**Dialysates.**—Golaz, apothecary in Vevey, has introduced under this name a kind of dialyzed fluid extracts which contain in each part by weight the active constituents of an equal part by weight of the fresh plant.—(*Phar. Review.*)

The fresh plants are harvested during good weather, sorted and immediately reduced to a pulp and transferred to the dialyzer. It is first extracted with water, then with alcohol, a very weak spirit being used at first and the concentration gradually increased. The dialysis lasts

about two weeks. The dialyzed product is then assayed. Dr. Kunz-Krause has shown that these dialyzed extracts really contain the active alkaloids or glucosides and Dr. Jaquet reports favorably on their stability.

**Detection of Lead in Urine.**—Abram, in the course of an article on "Three Cases of Lead Poisoning" (*Univ. Med. Mag.*), makes mention of a simple method for the detection of lead in the urine, which is so easily performed that it seems worthy of mention here. The method is apparently original with von Jaksch, and is mentioned on page 211 of the 1896 edition of his *Klinische Diagnostik*. The latter author directs that a strip of magnesium be laid in the liquid suspected of containing lead. In a short time a deposit of metallic lead will be found on the magnesium if the liquid contain lead. Abram modifies this method by the addition to the suspected liquid of a solution of oxalate of ammonium, one gramme to 150 cubic centimetres of water. A deposit is seen in half an hour, but the test is continued for twenty-four hours. It will detect lead when present in the proportion of one to 50,000.

**Adulteration of Strophanthus Seeds.**—It is reported, according to foreign exchanges, that Strophanthus seeds are adulterated intentionally with the seeds of the Apocynaceous Kickxia Africana, a caoutchouc-producing plant of Africa. Dr. P. Siedler has studied comparatively the seeds of Strophanthus hispidus DC., S. Kombe Oliver and the seeds of Kickxia. The seeds of Kickxia are spindle-shaped, not flattened, and have base and apex tapered off in a similar manner. They are not hairy. The Strophanthus seeds, on the other hand, show at least their remains of hairs, are pronouncedly flattened in form, and have a rounded base and sharp apex. In cross section, the Kickxia seeds are characterized by much-folded cotyledons, while those of Strophanthus lie parallel upon one another. When treated with concentrated sulphuric acid, sections of Kickxia seed turn first brown, then cherry-red; the Strophanthus seed assumes a green color.

**Chinese Wax.**—In connection with a detailed investigation of the process of cold saponification, R. Henriques has had occasion to examine two specimens of Chinese or insect wax. This wax is produced by the Coccus ceriferus Fabr., native in China and living on the Chinese ash, Fraxinus Chinensis. Both specimens of wax were obtained directly from China. One specimen was radiating crystalline, could be easily comminuted and melted at about 81½ degrees. The other specimens more dense and granular crystalline. It could not be as readily comminuted and its melting point ranged up to 83 degrees. Both were white like cetaceum. Besides esters of unsaturated alcohols both contain principally ceryl cerotate, which was isolated from insect wax and examined by Brodie (*Annalen*, 67, p. 199). After four crystallizations from petroleum benzin (b. p. 114-135 degrees) the ester is obtained pure. The author reviews the older formulas assigned to acid, alcohol and ester and, basing his conclusions on titrimetric results, assigns to the respective substances the following formulas:  $C_{26}H_{52}OH$ ,  $C_{26}H_{50}COOH$  and  $C_{26}H_{50}O_2$ .  $C_{26}H_{50} = C_{22}H_{44}O_2$ .—*Berichte, Ph. Rev.*

## Some Instances of the Practical Value of the Microscope in Pharmacy.\*

BY A. P. LOHNESS, PH. D.,  
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This subject having been suggested by the Committee on Pharmacy and Queries of the New York State Pharmaceutical Association, it would appear that there still remain a few who doubt the utility of the microscope in pharmacy. It is the purpose of this paper, therefore, to convince that few that the microscope is not a mere plaything, and its manipulation a mere pastime; and also that the time has arrived when no pharmacy is complete without a fairly good instrument as conveniently at hand as the various other instruments used in testing and standardizing the articles which the pharmacist is called upon to handle.

### A Microscope a Rarity in Pharmacies.

The man who would attempt to conduct a pharmacy without his ready tests and the instruments with which to apply them, is unworthy the title of pharmacist. He would not be without means to accurately weigh and measure each article called for in the physician's prescription, why should he be without means to test the quality of the component parts thereof? In nearly every pharmacy there will be found balances, graduates, test-tubes, burettes, thermometers, hydrometers, etc., etc.; but the microscope well, it is rarely found.

Can it be possible that there are individuals practicing pharmacy to-day who do not know that the U. S. Pharmacopoeia includes drugs that cannot be positively identified or accurately tested without the use of a microscope? This is true, and under the several heads will be found accurate descriptions of the substances as they appear under magnification.

### Its Use in Identification of Starches.

The value of the microscope in the identification of starch (U. S. P.) will be considered in detail, but in other instances in a more general way.

Starch is defined by the Pharmacopoeia as: "The fecula of the seed of *Zea Mays* Linne (Nat. Ord. Gramineae)."

This definition would suffice if each pharmacist prepared all the starch he used in the course of his business. He would but have to obtain the seed of *Zea Mays* and proceed to manufacture the article, knowing when completed that the product was that called for by the U. S. P.

The compilers of the official guide, however, realizing the impracticability of such a feat, gives him such an accurate description of the substance that he may readily satisfy himself that that which is purchased is precisely as designated. It goes on to describe starch, therefore, as occurring in "Irregular, angular masses, which are easily reduced to a finer powder; white, inodorous and tasteless; insoluble in ether, alcohol, or cold water."

So far, the description will apply equally well to starches from other sources; in fact, the wording, with the exception of the words, "a fine," is identically the same as the corresponding portion in the Pharmacopoeia of 1880, when wheat starch was the kind recognized; by itself, therefore, it is valueless as a test for the

present official article, and only becomes useful when connected with the following microscopic description: "Under the microscope appearing as granules, nearly uniform in size, more or less angular in outline, with indistinct striae and with a distinct hilum near the centre."

Here the Pharmacopoeia very properly recognizes the value of the microscope, as the characteristic features of the substance described are distinctly brought out by magnification.

### Differences Distinguished by the Microscope.

The granules of corn starch are seen to be polyhedral, fairly uniform in size, with indistinct layers and a well-defined central hilum. Rice starch and oat starch present similar characters, both being polyhedral and quite uniform in size. The hilum of rice starch, however, is much smaller, and that of oat starch is scarcely discernible, as is also the case with its layers; the grains of oat starch are, besides, frequently aggregated into subspherical or ovoid masses.

The most prominent distinction between these three starches lies in the relative size of their granules; this is a point omitted in the Pharmacopoeia of 1890. The individual grains of corn starch vary from 13 to 22 Mm. in diameter, those from rice (the larger granules) average about 6.5 Mm., and oat starch about 4.5 Mm. These three starches being somewhat similar in outline, and their markings less characteristic than their dimensions, it is obvious that the Pharmacopoeia of 1900 should note the size of the granules of the kind official.

There is no possibility of mistaking the several other starches commonly found in the markets, such as wheat starch (official in 1880), Maranta starch, potato starch, etc., for the official variety, as these all present characteristic, well-defined markings, and more or less rounded margins; they are further distinguished by being very variable in size.

### The Examination of Powdered Drugs.

The Pharmacopoeia gives, in addition to the definition and description, several tests, which read as follows:

"Triturated with cold water, it gives neither an acid nor an alkaline reaction with litmus paper."

"When boiled with water, it yields a white jelly having a bluish tinge, which, when cool, acquires a blue color on the addition of iodine T. S."

"When completely incinerated, starch should leave not more than 1 per cent of ash."

These tests are of value only in the identification of starch as such; any starch may have a neutral reaction; all starches form a nearly transparent jelly upon being boiled in water, and give the characteristic reaction of turning blue when brought in contact with iodine. The incineration test is of no more value than the others, as the amounts of ash left from the several starches vary so little as to exhibit nothing characteristic of the kind.

Kamala, lupulin and lycopodium are other official drugs which occur in a pulverulent condition naturally and which cannot be satisfactorily examined with the unaided vision.

Normally, lycopodium appears as an extremely fine powder, of a yellowish color, without odor or taste. Kamala is a somewhat coarser powder with a reddish color; odorless, but having a slight balsamic taste. Lupulin is still coarser, more

granular, has a peculiar odor and a bitterish, aromatic taste. Either drug might carry a considerable quantity of impurities without obliterating the aforesaid comparatively feeble characters.

The Pharmacopoeia describes lupulin: "As seen under the microscope, are subglobular, or rather hood-shaped, and reticulate." The description of lycopodium is: "Under the microscope the spores are seen to be sphaero-tetrahedral, the surfaces marked with reticulated ridges, and the edges beset with short projections." That of kamala: "Under the microscope it is seen to consist of stellately arranged, colorless hairs, mixed with depressed globular glands containing numerous red, club-shaped vesicles."

The Pharmacopoeia gives several other tests for the purity of these substances, none of which are so valuable, reliable or readily applied as the microscope.

It is but necessary to place a small portion of the drug under examination under the microscope when its condition—pure or impure—is immediately ascertained. The individual particles of lycopodium, also those of lupulin, as well as those of starch, are alike, therefore, examined with the greatest of ease. Any body not corresponding to the Pharmacopoeial description of the several drugs may be classed as an impurity.

Perhaps sand and other earthy matters form the commonest impurities found in these drugs, but starch, turmeric and pollen from various plants have been found in lycopodium, and the Pharmacopoeia warns the pharmacist to look out for them.

Kamala is not quite so easily examined, at least by the beginner, because of the variety of shapes and sizes, and the fragmentary condition of the particles of which it is composed. A little practice, however, will enable one to ascertain its purity, or detect sophistication as readily as in the other instances.

This leads to the study of the more complicated substances which the pharmacist occasionally purchases in a powdered condition, such as barks, roots, leaves, etc., etc.

Here it is necessary to become familiar with the plant-elements found in a powder of known purity, in order to be able to compare them with those found in the specimen under examination.

A lens, which is a simple microscope, is required in the manufacture of three official preparations, viz.: Hydrargyrum cum creta, massa hydrargyri and unguentum hydrargyri. In the first preparation, directions are given to shake until the globules of mercury are invisible when magnified at least four diameters. In the second and third, the substances are directed to be triturated until they are no longer visible when magnified ten diameters.

The foregoing instances were selected for two reasons: First, the U. S. P. directs the use of the microscope in the identification of each drug; second, the readiness with which one, though we have but a mere acquaintance with the instrument, can appreciate the distinguishing features.

The value of the microscope does not terminate here, because the Pharmacopoeia fails to recognize the instrument in the standardization of other drugs; the more familiar one becomes with its manipulation, the greater does its field of usefulness grow. This is especially true at the present time, since the custom of purchasing drugs in a pulverulent condi-

\*Read at the Manhattan Beach meeting of the N. Y. S. P. A., July 15th.



tion is rapidly growing. This custom, in the absence of the microscope and the knowledge of its application, should be discouraged.

In consequence of the ease with which the adulteration of drugs in the powdered condition can be effected, colleges of pharmacy are placing the utmost importance upon the fitting of their students to become familiar with the practical use of the microscope.

### Microscopy and Crime.

A curious use of the microscope was lately made in Prussia. A barrel of specie from the frontier arrived in Berlin, emptied of its precious contents and filled with sand. Professor Ehrenberg, the eminent chemist, was consulted on the subject, and immediately sent for samples of sand from all the stations along the different lines of railway through which the barrel had passed, and by means of the blow-pipe and the microscope identified the station from which the interpolated sand must have been taken. In due time the culprit was discovered to be one of the clerks at the station.

### Imitation Coffee-Berries.

M. F. Coreil, director of the Toulon Municipal Laboratory, has addressed to the Paris Society of Pharmacy an analytical report on a sample of roasted coffee-berries, seized by the police at a grocer's. The berries were entirely artificial. Chemical analysis showed the presence of ash, gum, dextrine, etc. Under the microscope grains of wheat, starch, and vegetable debris were traceable, also the hair of animals, the nature of which could not be decided. M. Coreil says that the "coffee" in question was manufactured in moulds from various vegetable substances which were roasted, but they contained none of the elements of true coffee. The grocer was prosecuted and fined. A curious part about the case was that the counsel for the defense produced an invoice with the heading "Fabrique de Cafe Artificiel," also the name and address of the maker at Marseilles. The concoction was sold at a little under a shilling a pound. This trade has been carried on in the south of France on a fairly large scale, but it is illegal, in spite of the fact that the word "artificial" is plainly used, and that there is no attempt to deceive the buyers.—Paris Correspondence of the *Chemist and Druggist*.

#### FOR REMOVING PLANT LICE.

Salicylic acid.....	1 dr.
Common soft-soap .....	2 drs.
Tincture of quassia .....	8 ozs.
Tincture of colocynth .....	1 oz.

#### ARTIFICIAL FERTILIZER FOR FLOWERS.

Ammonium sulphate .....	100 grs.
Sodium chloride .....	100 grs.
Potassium nitrate .....	50 grs.
Magnesium sulphate .....	50 grs.
Magnesium carbonate .....	10 grs.
Sodium phosphate.....	200 grs.

Mix the ingredients thoroughly. Dissolve one teaspoonful of the powder in one quart of water and use this for watering the plants.

### Award of the Hanbury Medal.

The Hanbury medal of the Pharmaceutical Society of Great Britain has been awarded this year to Dr. J. E. De Vrij, of The Hague.

### Pharmacy a Profession for Women.

Thomas J. Macmahon, a trustee of the New York College of Pharmacy, is the author of the following sentiment regarding the much-discussed subject of "Women in Pharmacy." Speaking to a reporter, he said:

"I am inclined to think that eventually the retail drug trade will pass into the control of women. It is a business in many respects suited to intelligent, wide-awake women, and they seem to be developing a taste for it."

This was apropos of the increased number of female students which attended the classes last year. A still larger number is looked for this year, and in anticipation of this, the accommodations for women have been enlarged and the "women's room" has been changed from the contracted space on the ground floor to commodious and comfortable quarters adjacent to the lecture hall.

But what will prospective male students think of this declaration of Trustee Macmahon? Will they take it to mean that the N. Y. C. P. is to be turned into a pharmaceutical Vassar or a Wellesley? Or will they regard it simply as a new idea in advertising? Mr. Macmahon is invited to explain himself?

### Haemoglobin Preparations.

The following are recent formulas:

ELIXIR HAEMOGLOBIN.	
Haemoglobin .....	4 drs.
Distilled water .....	6½ ozs.
Syrup of orange-peel .....	4 oz.
Tincture of coca .....	1½ oz.

Dissolve the haemoglobin in the water, add the syrup and tincture, mix, and strain.

SYRUP HAEMOGLOBIN.	
Haemoglobin .....	1 oz.
Distilled water a sufficiency to dissolve.	
Syrup to .....	2 pts.
Mix.	

WINE OF HAEMOGLOBIN.	
Haemoglobin .....	1 oz.
Sherry .....	2 pts.
Dissolve.	

### A Japanese Tooth-Paste.

The following is the wording of a handbill which has been circulated in the English community of a Japanese port: "In the East there was no good sanitary tooth-paste that was sure to cure and safe to use, so our company resolved to prepare a good-natured paste and succeeded. The efficiencies of this paste are as following: Firstly, to strengthen and preserve the nature of the tooth. Secondly, to tight the tooth with thingams. Thirdly, to defend a hemonhage arisen by frictir. Fourthly, to take away the offensive smell of the mouth. Fifthly, to difend the putrification of tooth, and so prevent the carious one. Anyone who uses this paste will certainly discover that it is of avery wor drfnl and valuable nature by his practice. To use this paste, it is necessary to vinese the mouth will walir afr sabling the tooth carefully by the tooth brash."

### For Pips in Chickens.

Pips is a disease of birds, in which the nostrils are stopped up with mucous, and the upper surface of the tongue becomes thick and hard. In Germany it is treated by washing the parts with weak salt water and then greasing with olive oil. A solution of 5 parts of salicylic acid in 50 parts of alcohol and 250 parts of water is also recommended for this purpose.

### The Local Application of Salicylate of Methyl in Rheumatism.

Lemoine (*Sem. Med.*, May 12, 1897) reported to the Soc. Med. des Hopitaux the results of treating nine cases of rheumatism by the external application of salicylate of methyl according to the method of Linossier and Lannois (see *Epitome*, September, 1896, par. 270). He finds that thus applied it acts in acute articular rheumatism more rapidly in relieving pain than salicylate of soda given internally, and in doses of 154 to 185 gr. causes neither vertigo, deafness nor tinnitus. It is excreted in the urine as salicylic acid, the amount eliminated being equal to one-tenth of that used externally. The required quantity of oil of wintergreen, which contains 90 per cent of methyl salicylate, is poured on a compress, covered with gutta-percha tissue, and kept in place with a bandage. It is best to apply it directly to the painful part, but if this is inconvenient it should be applied to the surface of a limb, the good results being chiefly due to its absorption into the general circulation. In the discussion which followed, Siredey stated that the treatment in his hands had been equally successful against the lightning pains of locomotor ataxy, and the pain of Pott's disease. He, however, found that 20 to 30 drops of the methyl salicylate was a sufficiently large amount to use. He had met with one case of intolerance in a woman with acute gouty arthritis, who after 50 drops had headache and tinnitus. Linossier said that this was the only case he had ever heard of, and the method had the great advantage of avoiding such complications, which were probably of gastric origin.

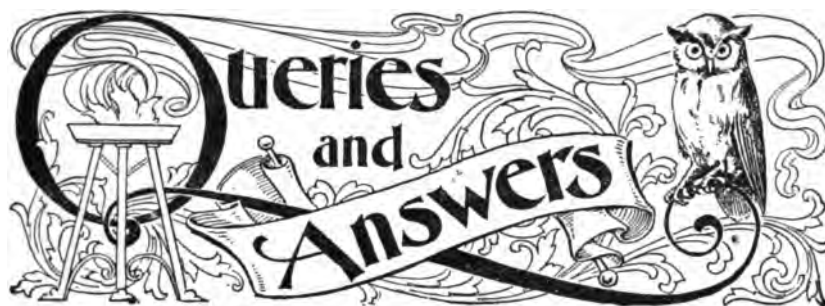
### Bogus Barbadoes Aloes.

Howard B. French, Vice-President of the Smith, Kline & French Co., wholesale druggists, Philadelphia, protests against the practice of selling Curacao aloes for Barbadoes aloes in the following note:

A perusal of the lists of nearly all the wholesale drug houses show that they still quote Barbadoes aloes. It is well known, however, that no Barbadoes aloes has been brought into England or into this country for a number of years. We have received a letter from this country's representative at Barbadoes, which reads as follows:

"At one period a considerable export trade was done in this colony in aloes, but eventually that product, like every other minor industry here, was compelled to give way to the sugar cane. For many years the exportation has ceased, and only in very rare instances are aloes now collected here."

Would it not be well to stop this practice of selling Curacao aloes under the name of Barbadoes, and sell them for what they really are; that is, Curacao aloes, especially as the price of the Curacao aloes is about one-third of the price asked for the spurious, so-called Barbadoes? This practice of selling Curacao aloes for Barbadoes aloes is of the same character as selling St. Vincent arrow-root for genuine Bermuda, and obtaining, in this way, three times the cost of the article. These practices seem to become so fixed by long habit that many of the trade do not consider them dishonest, but a little consideration shows them to be so.



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect.*

*When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**To Color Neatsfoot Oil Black.**—F. N. B. asks for a process of coloring neatsfoot oil black. He states he has experimented with nigrosine, but has been unable to combine enough of the color to obtain the desired shade.

The substitution of naphthazarin black for nigrosine may be found to give better results. Success in coloring large quantities of a liquid like neatsfoot oil depends considerably on the manipulation of the dye. If the nigrosine is first made into a solution, for example, the oil will take up much more of the dye than if it were simply shaken up with the oil, or even rubbed up with it in a mortar.

**An Incompatible Antipyrine Mixture.**—J. S. C. submits the following prescription and asks us to explain why the product turns a bluish pink color on standing:

Antipyrine .....	2½ drs.
Caffein .....	2 drs.
Sod. bromid. ....	6 drs.
Syrup limon .....	1½ ozs.
Aqua cinnamom. ad .....	4 ozs.

The amount of caffeine ordered is large enough to indicate that citrated caffeine was used and that solution was effected by triturating a mixture of the antipyrine and caffeine with a portion of the water. The precipitation complained of is doubtless due to the concentrated solution and the disturbing action of the sodium bromide, which acts as a reducing agent on many alkaloidal substances. The present incompatibility has not before been noticed to our knowledge, and is probably due to some reaction between the bromide salt and the caffeine in an acid medium. Better results would perhaps be obtained by increasing the bulk of the mixture with water. As the prescription stands it is too concentrated to obtain a good effect from a pharmaceutical standpoint.

**Foot-Powder.**—E. C. W.—We do not know the composition of the proprietary article, but the following yields a first-class article:

Boric acid in fine powder .....	4 ozs.
Powdered alum .....	4 ozs.
Powdered French chalk .....	24 ozs.

Perfume may be added, if desired.

**Liquid Dentrifice.**—C. C. C.—From your description, the following, we should judge, is what you require:

Acid boric .....	4 drs.
Tincture krameria .....	1 oz.
Tincture myrrh .....	20 ozs.
Eau de cologne or alcohol .....	20 ozs.

**Artificial Grape Essence.**—H. C. M.—A solution of amyl sulphate or oil of wine in alcohol is usually employed. A finer flavor is given by the addition of a little oenanthic ether and spirit of nitrous ether.

**Formaldehyde, to Determine Strength of.**—G. A.—The simplest method depends on the conversion of the aldehyde into hexamethylene tetramine when warmed with ammonia. The following equation represents the change:  $6\text{CH}_2\text{O} + 4\text{NH}_3 = (\text{CH}_2)_6\text{N}_4 + 6\text{H}_2\text{O}$ . One hundred and eighty parts of formaldehyde will thus yield 140 parts of hexamethylene tetramine. To perform the assay, take 10 Cc. of your formaldehyde solution, place in a tared capsule, add excess of ammonia and evaporate to dryness and weigh the final product, which is nearly pure hexamethylene tetramine. A simple calculation will then give you the percentage strength of your solution.

**To Detect Capsicum in Mustard.**—S. R.—Make the mustard into a thin paste with water, spread on a piece of glass and heat on a water bath gently. The essential oil of mustard, to which its pungency is due, is set free by the addition of water and volatilized by the heat of the water bath. Added red pepper can at once be detected in the residue by taste. The microscope also at once shows adulteration with capsicum.

**To Detect Fusel Oil.**—P. E. B.—The following will perhaps be found a simpler method than the one given in our issue of July 25th. It is fairly accurate, if care be taken in the determination.

Take 25 Cc. of the liquor to be examined and gently evaporate on a water bath, so as to drive off the alcohol. Dilute the residue with 20 Cc. of water and add an equal volume of ether, and shake. Allow the fluid to separate, draw off the

ethereal liquid and evaporate the ether in a current of air. The fusel oil may then be recognized by its odor or by adding a few crystals of sodium acetate together with a little sulphuric acid and warming, when the odor of amylic acetate will be evident if fusel oil be present originally.

**Large Dose of Santonine.**—J. E. D. asks us to advise whether it would be proper for him to dispense the following prescription written by a doctor of medicine, not a veterinary surgeon:

Calomel .....	50 grs.
Santonine .....	160 grs.

M. Div. in pulv. No. 2.

Sig. The first powder to be given at night in wet feed. If not sufficient, repeat the dose next day.

The dose of santonine is somewhat excessive, a dose exceeding 50 grains being seldom given, and 20 to 30 grains the average. We should advise a consultation with the prescriber before sending out so large a dose as is here ordered.

**Chain Lubricant.**—A. G. D.—A mixture of powdered plumbago and glycerin has been warmly recommended at various times as a chain lubricant. Six parts of plumbago mixed intimately with ten parts of petrolatum also yields a satisfactory lubricant.

**To Dye Leather Black.**—M.—Logwood and iron are still used to a considerable extent for dyeing leather black. A superior finish can sometimes be given to the leather by careful treatment with nigrosine. First, brush the leather with a decoction of logwood and follow with a solution of nigrosine in water to which a trace of glue or egg albumin has been added. Finish with yolk of egg.

**Bath Tablets.**—C. O. B.—The proprietary article is a composition of sodium carbonate and tartaric acid made into tablets and perfumed. The following formula will yield a satisfactory article:

Sodium carbonate .....	2 ozs.
Tartaric acid .....	¼ oz.
Powdered soap .....	60 grs.
Perfume .....	q. s.

Thoroughly dry the soda and acid separately and mix well. Incorporate the perfume with the soap and gradually add the soda and acid. Then make into tablets *secundum artem*. The following forms a nice perfume:

Oil nerol .....	1 dr.
Oil bergamot .....	2 drs.
Oil cedrat .....	1 dr.
Oil lavender .....	2 drs.

M.

**To Preserve Syrup of Ferrous Iodide.**—M. K.—The most satisfactory means of keeping this syrup is to add about a quarter of a grain of citric acid to each ounce of liquor at the time of preparation of the syrup. This addition will preserve the syrup for at least twelve months. The solidification of the syrup, on keeping, is due to the presence of free hydriodic acid in the liquor, which causes conversion of the cane into grape sugar on boiling.

**Water-Bug Exterminator.**—A. R. P.—The following compound is said to be the most satisfactory article for getting rid of water-bugs, beetles, etc.:

Calcium sulphate anhydrous .....	1 lb.
Sodium chloride .....	5 ozs.

Mix. Sprinkle around holes and wainscoting.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### WASTED OPPORTUNITIES.

A FEW days since I had occasion to examine a paper published in West Plains, Mo. I found that the druggists were contributing to the support of the paper by paying for ads. that do not advertise. Here is the substance of the three ads.:

#### OUR DRUG STORE.

All leading patent medicines, latest perfumes, toilet articles, cigars, artists' materials.

Physicians' prescriptions and family recipes carefully filled. Your patronage solicited.

#### CITY DRUG STORE

Keeps a full line of fresh drugs, patent medicines, sundries, toilet articles, stationery, cigars, tobacco, etc.

#### RED APPLE DRUG STORE.

Drugs, patent medicines, combs, brushes, toilet articles, fine soaps, books, stationery, domestic and imported cigars, etc.

Accurate prescription work our specialty.

These ads. probably run without change, or if change is made, it is only to the extent of varying the list of articles a trifle. Here are three advertisers saying practically the same thing, and that thing something that is not worth saying. They are spending money to tell people what they already know—most drug stores handle drugs, medicines and toilet articles, and fill prescriptions and recipes. Even the setting of these ads. was identical, the name of each store standing out at the head of the ad. Each druggist advertises because the other does, and, having no motive other than this, all adopt the dreary, monotonous form that has come down from our grandfathers' time.

They probably all feel that advertising is nothing but an expense—and it is, for

them. But if one of them will take the trouble to learn what real advertising is and will practice what he learns, he will soon have reason to change his opinion. The commonplace character of the advertising of his competitors would make even ordinary advertising seem brilliant by contrast. Instead of running this partial invoice of his stock, in season and out, let him devote fifteen minutes a week to his advertising. In that fifteen minutes let him write a few plain, sensible sentences about one feature of his business and then send this to the printer with the request that it be set in a style unlike his competitors'. Let him endeavor to tell something definite about the goods he advertises and quote prices when he can, and he will soon learn that the moss-covered ads. of his competitors serve to bring his own out in relief, that their indifferent advertising magnifies his own enterprise and adds to the pulling power of his ads. There are thousands of towns where the same condition exists, and the druggists in them who are capable of doing real advertising are missing golden opportunities in not taking advantage of the chance.

### Criticism and Comment.

George S. Brown, New Orleans, La., submits a soda-water folder. It bears the title, "Ice cold facts," and was sent out in an envelope bearing the same phrase. With the circular was sent a ticket, good for a glass of soda. The second page of folder was occupied by this single sentence:

No wet or dirty glasses used at our fountain; each glass is washed, dried and polished.

On the third page appeared a little talk on the quality of soda service the public had a right to expect—a service which the advertiser furnished. This was followed by a list of the thirst-quenchers supplied, with prices. This circular was well-planned, well-written and neatly

printed, and doubtless brought results. It is a good plan to issue some such folder several times during the season, bringing out some new point strongly in each.

### Home-Made Papers Effective.

Thompson's drug store, Allegheny, Pa., sends copy of "The Thompsonian," a four-page monthly circular and price list. Two pages are devoted to lists of cut prices. The remaining pages are given to miscellaneous advertising. The advertising is all well written, and the general appearance of the circular is excellent. A home-made paper of this kind is apt to be much more effective than the ready-made sort so largely used. If issued every month it can hardly fail to prove an effective advertising medium.

### Make Your Ads. Differ from Your Neighbors.

From Hoagland's pharmacy, Cobblekill, N. Y., comes a request for an opinion on a programme ad. It is a fair ad., and easily the best one in the programme. It contradicts the idea that brevity is always good, for it contains four times as much matter as any of its neighbors. It has a boldly set headline, followed by about ten lines of solid reading matter. The other ads. are set open in display type. The solid block of reading matter makes this ad. conspicuous, and there is not more matter than can be read in a few seconds. The ad. would have been still more conspicuous had it been surrounded by a light border.

Contrast with surroundings is what makes any ad. stand out, and it is always well to note what the other fellows are doing and then do the different thing.

Algiers, La.

Mr. Ulysses G. Manning.

Dear Sir—I take the liberty of sending you a circular of my own get-up, and from which I have had very good results. But I think some improvement could be made, and would like to have your criticism of same.

A. T. WAINWRIGHT.

### Avoid the Commonplace.

The circular is headed "Coal Roller Pills," and bears a cut of a colored gentleman trundling a barrow of coal. A list of the complaints that the pills cure is given, a few lines are devoted to the subject of constipation, and the circular ends with a testimonial.

If this piece of printed matter has brought results, I believe it has been due largely to the price made on the pills—10 cents. No very elaborate advertising can be done on a ten-cent remedy, but if the circular were neater, if a little better paper had been used and more argument employed, results would doubtless be better. The circular is too commonplace, both in matter and appearance. All that is said could just as well be said of any other pill made. There are probably certain things that could be said of this remedy that could not be said of others. If a customer were to ask why he had better take these pills in preference to some other make he would be given reasons. These reasons ought to be in the circular.

The name of the pill doesn't seem to be an especially fortunate one, and it is hard to understand why such an appellation should be chosen. It may have some local significance; if not, I think the pill would stand a little better chance under another title.

**Slips to Go with Packages.**

William O. Frailey, Lancaster, Pa., sends several slips that he uses for enclosing in packages, and a circular that has been distributed from house to house.

These are all good. Some little ads. that recently appeared in this department have been utilized and the remainder of the matter is well written. The printing is excellent, the ads. look attractive, are readable, and I am confident that the distribution of them pays.



D. S. Carpenter, Middletown Springs, Vt., submits a package of his "Grip Syrup" literature. This correspondent has never fared very well in this department, and I am still unable to say anything complimentary about his advertising, though I believe there is some evidence of improvement.

It would be interesting to know whether this advertising pays. If it does, it is another proof that even poor advertising often pays when persistently kept up. The best thing in this batch of advertising is a half-tone cut of two urchins. It appears on a calendar, and the look of pleased expectation on the faces of the kids is explained by the line, "Who said Grip Syrup?" It would be well to use different sizes of this same cut on all the literature. It would become an effective trade mark and put people in a good humor every time they saw it. Better paper would have to be used throughout in order to print it nicely, and there is no reason why it should not be used.

Some of this advertising seems a trifle breezy, coming as it does from New England. It sounds more like the lurid efforts of our old friend Garner, of Texas. Here is a sample:

Grip Syrup will not cure consumption nor raise the dead, and has no effect on corns; but it will relieve you when coughing has started your boot-taps, when lungs and throat smart and ache, and when you wheeze and gasp at every breath. It does not matter whether it is a big or little cough, a green cough or an old stager, a throat-tickler or a rib-rattler, whether it is in your chest or your trunk, whether it's an old cough that's got its growth or a young cough just starting out on the coffin route, Grip Syrup will cure it.

Mr. Carpenter jumps from this "cow puncher" style to good Puritan phraseology, being animated evidently by the theory held by writers of "shotgun" prescriptions that if one thing doesn't fetch them another will. What the advertising mainly lacks is method; there is an appearance of patchwork about it. There is need of strong, earnest argument expressed in clear and forcible English.

**Drug Clerks' Association of Holyoke**

To the Editor:

Sir: The drug clerks of Holyoke have formed a Pharmaceutical Association, and the members propose to contribute from time to time a paper on some appropriate topic, and I, as the President, was requested to write to ask if you would like to print them in your columns. They won't be unreasonably long, and there will be but one each

month. It appears that your journal is in almost every drug store in the city.

Respectfully,

U. E. FORTIER, President,  
372 High street, Holyoke, Mass.  
August 6, 1897.

**The Puzzle Picture.**

A large number of readers have volunteered solutions of the pharmaceutical puzzle picture, printed on page 24a of our issue of July 10th. The following is the correct solution:

1. Ant-Eye-Money.—Antimony.
2. S-Quills.—Squills.
3. Eye-O-Dyne.—Iodine.
4. Caster-O-Ill.—Castor Oil.
5. Queen-Nine.—Quinine.
6. Pot-Ass-Bee-Eye-Car-Bone-Eight.—Potass. Bicarbonate.
7. All-O's.—Aloes.
8. U-K-Lip-Tusk-(k dropped).—Eucalyptus.
9. Sod-A-Tart-Rate.—Soda Tartrate.
10. Ben-Sawing.—Benzoin.
11. Man-Weigh.—Manna.
12. Sea-A-M-four.—Camphor.
13. Boar-Axe.—Borax.
15. Hack-a-Knight.—Aconite.
16. Cock-Cane.—Cocaine.
17. C-in-cone-a.—Cinchona.

**Iowans Who Studied in New York.**

A recent issue of the *Davenport Daily Republican* contains an interesting note on the attractions which New York holds out to the citizens of Davenport as a place of study for the professions, particularly that of pharmacy.

"The New York school," it says, "is one of the finest of its kind in the world, and many of our own druggists are graduates. John W. Ballard was the first graduate to enter the trade in this city. He completed his course in 1870, and was the first graduated pharmacist here. Since those days there have been many, among whom are Paul H. Koechert, E. T. W. Emis, John Harding, C. W. Chase and Hugo Braunlich, of this city, and James Y. Cantwell, of Maquoketa.

"John Kurmeier and Martin Hanson, both of this city (Davenport), are now attending the school, while Richard Pfabe, of the Schlagel drug store, and H. O. Rolfs, of the Emis drug store, will enter at the beginning of the coming September term."

**REDUCED FARES TO NEW YORK.****The Merchants' Association of New York Invite Buyers to the City.**

The Merchants' Association of New York invite buyers to this city.

For the fall buying season of 1897 the Association has secured from the Joint Traffic and Trunk Lines Associations, whose railroads cover the country east of the Mississippi, the first commercial reduced fare excursion rates to New York city which have ever been given. The rate made was one and one-third fare for the round trip. The tickets will be sold during seven days and will be good to go and return within thirty days, counting from the first of the seven days of sale.

These reduced rates are available to members of the Merchants' Association of New York, their families and em-

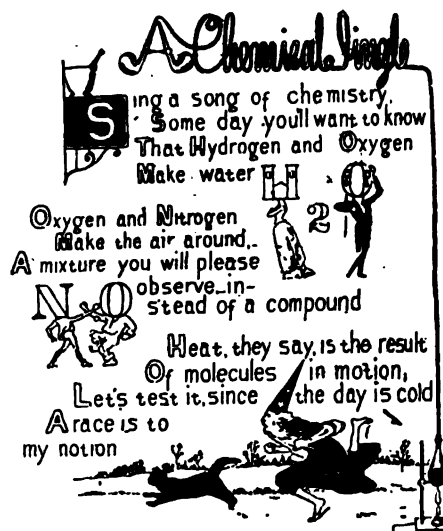
ployees, and to no one else, by law. The Joint Traffic Association made a rate of one and one-third fares from all points in their territory from August 7th to 10th and from August 27th to 31st. The Trunk Line Association of Railways have made the same concessions for the dates September 1st to 4th and from September 10th to 14th. Several Southern lines have made independent concessions. Among these are the Old Dominion Steamship Co., the Ocean Steamship Co., of Savannah, the Central, of Georgia, and the Seaboard Air Line.

It is confidently expected that concessions will be made later by the Western and Southern roads generally.

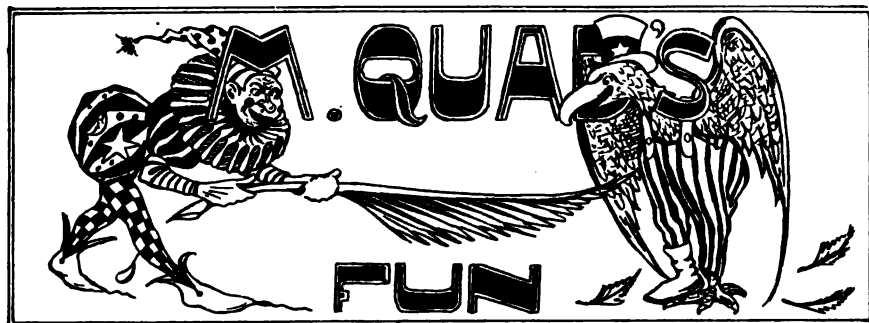
**Costs Visitors Nothing.**

Visitors who intend coming to New York can get the benefit of this reduced fare whenever made (additional dates will be arranged for later) by becoming non-resident members of the Merchants' Association without payment of any fees or dues whatever. All that is necessary is to write to the Merchants' Association, Broadway and Leonard street, New York city, stating that one desires to become a non-resident member without payment of dues or fees. A membership ticket will then be sent to the applicant, with full particulars as to dates of excursions and methods of obtaining the reduced railroad fares.

Among the resident (contributing) members of the Association are: Scott & Bowne, Fairchild Bros. & Foster, R. W. Robinson & Son, C. G. Bacon & Co., W. A. Ross & Bro., Schieffelin & Co.; soap and perfumes, David S. Brown & Co. Some 20,000 non-resident members have been enrolled, and of these several thousand have already availed themselves of the excursion rates and visited the city. Among these appear the names of the following druggists: L. F. Grahm, Indianapolis; William H. McGawah, Scranton, Pa.; H. Pleuge, Charleston, S. C.; E. F. Burke, of Smith Drug Co., Texarkana, Ark.; Theo. Crothers, of the Natchez Drug Co., Natchez, Miss.; Eugene Harris, of Harris Bros., Tyler, Texas; A. W. Sanborn, Coaticook, P. Q., Canada; John J. Schwartz, Columbus, O.; C. A. Ensign, Youngstown, O., and Albert Ackerman, Chicago.







### The Doctor with a Gun.

By M. QUAD.

WE had 210 miners on the list at Pleasant Hill, and though one dropped off occasionally, a stranger always arrived to fill the vacancy and keep the list to its full figure. One day it was proposed that every miner chip in 50 cents per week and make up a fixed salary to support a doctor, an idea favorably received by all. A week later a disciple of Esculapius came into camp with his satchel. He was a man about forty years of age, and had been tramping the country in search of a job. He was a tough-looking pill, but in those far-back days



"He was a tough-looking pill," but leetle to be said—not at this time. Do ye know yer bizness as a doctor?"

"Is thar' any critter yere as says I don't?" demanded the doctor as his right hand went back for his gun.

That action was counted in his favor. We had had three or four doctors within the year, but they had been meek and lowly in spirit, and none of them had even carried a gun.

"We want somebody who kin tell a broken leg from a case of typhoid fever," continued Jim, "and if ye ar' the man the job is open. The last critter took a skip becase he treated Tom Barlum fur dyspepsia instead of a broken rib. Should ye make any sich mistake as that—"

"I never make medical or surgical blunders," stiffly interrupted the new doctor as his hand went back again.

"Ar' ye a sensitive kuss?"

"As to my purfeshun—yes. Ye kin

joke and play with me from mornin' 'till night, and I won't git mad, but bewar' of jokin' about my purfeshun. As the doctor of the camp I must be respected and my orders obeyed. Any critter as goes around sayin' that I don't know my bizness will hev to apologize or—"

#### SOME DETAILS OF TREATMENT.

And the stranger drew his revolver from its holster and looked around him for a human target. The committee admired his action. He was a doctor with sand. He was proud of his profession and would fight for it. The next day he entered upon his "job," and word went around the camp that we had a fighting doctor, and that there was to be no fooling with him. He had a shanty by himself, and he said he had with him in his satchel all necessary drugs and surgical instruments. It was a week before he had a case. Then Abe Johnson had an attack of bilious colic. That is, a dozen of us had pronounced it bilious colic, when the doctor arrived and felt of his pulse and looked at his tongue and said it was the beginning of a serious case of dropsy. As he said it his hand went back to his gun, and he looked around him and listened for protestations. There were none, and he ordered that Abe should be stood on his head for five minutes to let the blood leave his feet, and then stripped of all his clothes and then wrapped in a water-soaked blanket. The water was ice cold at the time, and it took four of us to get the blanket around the yelling and struggling Abe and keep it there for an hour. The cure was complete. There are things which even bilious colic has to give in to, and the way we treated Abe would have scared the yellow fever out of camp in a hurry.

This remarkable cure of "dropsy" was one for the new doctor, but he didn't come out quite so well with his next case, which was that of Joe Singleton. Joe complained of pains in his head, a terrible backache and a dry throat, and the doctor said it was a case of catarrh of the stomach. He had his hand on the butt of his pistol as he looked around to see who differed with him, but nobody opposed his diagnosis. He left a powder, to be given every thirty minutes, and the half-dozen of us who tasted it were sure it was nothing but ginger. At the end of two days the patient was worse, and the doctor bled him and also raised a blister on his back. When those things had no effect he raised a blister on the stomach and ordered the patient to drink two quarts of hot water. Nothing availed, however, and at the end of ten days Joe expired. There was no question but what the Lord had removed him in spite of all that medical science could do. There might have been, but the doctor said it was so, and he said it while

toying with his gun, and it seemed best to let him have his way.

WHERE PROFESSIONAL ETIQUETTE SAVED HIM.

A few days later old Tom Hastings fell over the rocks and broke his collar-bone. The doctor was sent for, and he felt of Tom's pulse and looked at his tongue and dallied with the collar-bone, and by and by he said:

"You had a fall, but your collar-bone is only bruised. What ails you is organic weakness of the heart, and if you don't do exactly as I tell you, you'll be a dead man in a week."

"But he can't raise his arm, and that shows a broken collar-bone," protested Tom's chum.

"Does it!" demanded the doctor as he felt for his gun. "I don't think it does. If there is any one here who wants to pick me up on my diagnosis, why—!"

That was enough. He was not picked up. He dosed Tom with some of that ginger, ordered starvation diet and blistered the soles of his feet to draw the blood from his heart. After four days of this treatment Tom's chum took him over the mountain to Silver City, and there a doctor fixed him up. It was all in the collar-bone. The Silver City doctor didn't go back on the profession, however. He explained that all the symptoms pointed so strongly to heart disease that it was only by luck and chance that he caught onto the collar-bone.

#### HIS LAST DIAGNOSIS AT PLEASANT HILL.

Our doctor suffered somewhat in his reputation now and then, but he had been with us six weeks, and was carrying things with a stiff hand, when Pete Harper was struck by a flying stone and had his skull fractured. He was lying unconscious when the doctor arrived, and as nobody spoke of the fracture the medico felt him over and finally observed:

"This is a case of eleptic fits, and some of you hold his arms while I bleed him."

"Cuss yer fits, but he's bin hit in the head!" shouted Pete's chum.

"This is a case of eleptic fits," continued the doctor, as he reached for his gun, "and I am prepared to—"

So were a dozen of the miners. They raised a yell and rushed him. The first move of the doctor was to throw his gun



"The first move of the doctor was to throw his gun away and the second to take to his heels."

away, and the second to take to his heels, and though he was pursued for a mile he could not be overtaken. We found

about fifty blue-mass pills in his satchel and distributed them around as far as they would go, and the half-pound of

ginger was made into tea, flavored with whisky, and was drank in honor of the glorious Fourth.



## WESTERN NEW YORK.

### Buffalo Drug Clerks Start a Sunday-Closing Movement.

#### Will New York and Brooklyn Assist?

BUFFALO, N. Y., Aug. 21.—The leading drug clerks of this city are very anxious to obtain a Sunday-closing law, and will work hard to that end if there is sufficient encouragement from other parts of the State. They would be very glad to learn how much work can be depended on from the clerks of New York and Brooklyn. Some time ago it appears that the metropolitan section of the State was ready to do its full share, but communication on the subject appears to have been suspended. It is stated with confidence that the advocates of the Raines law stand ready to push a closing bill through the Legislature as soon as it is shown that the clerks are in earnest over it. Of course, many of the proprietors will fight it. It is said that President Smither of the State Association is against it. The advocates of the measure say that it has been proven that more than two-thirds of Sunday sales are for cigars, soda water, candy and trash that does not come in the regular drug store province, so that two hours a day would be ample time for the dispensing of drugs. They rather expect to be obliged to compromise on half a day, but even that would be a great boon to them.

#### Commissioner Wende's Good Work.

Health Commissioner Wende has taken good care to enforce the ordinance forbidding the use of long-stemmed nursing bottles, and he is now reaping the fruits of the action, or rather Buffalo is. When he first came into the office he was able to keep down the death rate all the year to a reasonable percentage, except July and August, which is to say that this city, like most others, was a centre for cholera infantum. The doctor was not satisfied with this. He set to inquiring into the conditions under which these cases occurred, and when he had gathered a lot of evidence he struck at the nursing bottle with a long neck. He now tells me that the fatal cases of this disease began to decrease last year, and that the number of deaths are now down from 500 and 600 to less than 300, the decrease this year being very marked. The general death rate is steadily de-

creasing, though it has been low for some years. Last July it was but 14 to the 1,000, against 18 for July last year. Of course, a vigilant and effective health commissioner gets very little but curses for disturbing people in their self-destructing habits, but the community as a whole sometimes understands.

#### En Route to Minnetonka.

Some twenty pharmacists registered at the Genesee Hotel on Wednesday and Thursday, stopping off to see the Falls on their way to Lake Minnetonka. Dr. Willis G. Gregory acted as pilot for the party, and, judging from the warm and almost vociferous thanks to the doctor at parting, he discharged the self-imposed task in an eminently satisfactory manner.

The party took a steamer down the river to the Point, and from thence trolley cars to Queenstown, ferry to Lewiston and trolley back along the rapids to the Falls. Stops were made at several places on the way down, the party taking luncheon at the Clifton House and dinner at the Cataract House.

The entire delegation sailed on the steamer Northwest at 10.15 on the evening of the 21st. Among the gentlemen present were S. A. D. Sheppard, Boston; H. H. Whitney and Amos K. Tilden, of the Massachusetts Board of Pharmacy; Prof. Eli H. La Pierre, of the Massachusetts College of Pharmacy; W. C. Alpers, Donald L. Cameron, G. Ramsperger, R. C. Werner and Caswell A. Mayo, of New York City; Charles E. Dohme and Charles Caspari, of Baltimore; John F. Patten, of York, Pa.; W. S. Thompson, of Washington, D. C.; J. Hal. Bobbill, of Raleigh, N. C.; Mr. Slaughter, of Richmond, Va.; Mason B. Wood, of Providence; Charles E. Coombs, of Boston. A number of ladies accompanied the party.

#### Buffalo College.

The next session opens about October 5th, two weeks earlier than usual. This change in the term allows the mid-session examination to be held before the holidays. The usual mid-session vacation will be omitted. The time thus saved will allow the special examinations to be extended, and they will be held on alternate days, with one day's rest intervening.

The junior class will finish about April 1st. The senior class is extended three weeks, the last week being reserved for review work exclusively.

Eleven new curators have been added to the board, elected from the alumni as follows: R. S. Fowler, '88, Buffalo; John J. Kranz, '88, Buffalo; Charles H. Gauger, '90, Rochester; Frederick W. Magee, '91, Cleveland, O.; John Tilena, '91, Buffalo; William A. Kendall, '92, Buffalo; Frank Rowley, Jr., '92, Plainfield, N. J.; E. B. Walker, '92, Buffalo; Benjamin H. Westgate, '92, Towanda, Pa.; Samuel A. Grove, '93, Buffalo; Grace E. Wilcox, '94, Olean.

Hon. Robert K. Smither, President of the N. Y. S. P. A., of the Erie County Board of Pharmacy and Chairman of the Board of Curators, has been elected Lecturer on the Art of Perfumery in the College of Pharmacy. The lectures will cover the general subject of perfumery, including the ordinary mixed bouquets in popular use. Also the artificial or synthetical as well as natural odors.

Albert E. Summey, Ph. G., '95, is elected Instructor in Materia Medica.

B. R. Patterson, '97, passed highest at the last Oregon State Board examination.

#### Buffalo News Notes.

A. E. Wamsey, who holds a responsible position with Plimpton, Cowan & Co., is preparing for a trip to Europe during his vacation.

Fire at Greenwood, near Hornellsville, on the 11th, destroyed nine buildings, among them the drug stores of George Smith & Co. and N. E. Coston.

The State Board of Health is to come here right away, ostensibly to hold a general session, but really on invitation, with the expectation that they will sit down on a few remaining nuisances, such as the Hamburg canal.

Of course, Stoddart Bros. carried off the privilege of dispensing soda water to the Grand Army people at the front during the National Encampment. The Stoddarts set the pace in this branch of the business, and are admitted to be without a rival in the city, and that, too, on merit.

President Smither, of the State Pharmaceutical Association, is back from his regular summer outing at Martha's Vineyard, and is already deep into special committee work in the Board of Aldermen. He is out of the race for the mayoralty, but will probably stand for city councilman.

W. S. O'Brien has rented the drug store in the new building in process of erection at Main and Virginia streets, and will stock it with the goods that he took out of the Ellicott Square store that he left, French fashion, at the end of July. F. J. Wiltse, who has a store near the new site, was a competitor for it.

The Eastern delegation to the A. Ph. Association meeting is to arrive here on the 19th about twenty-five strong. No one will go from here, but Dr. Gregory has arranged to meet them on arrival and take them to the Falls, after which they will proceed to Duluth on the steamer North West, and thence to Lake Minnetonka. Treasurer S. A. D. Sheppard will be responsible for the delegation.

In consequence of the higher tariff the Schoellkopf Aniline and Chemical Co., of Buffalo, have plans for the material enlargement of the works on the Abbott road. It is claimed that the Wilson tariff permitted the introduction and sale of German tar preparations so low that the company could not compete with them, but that now the field is open to it alone. A large increase of force is contemplated soon.

#### Notes from Utica.

John H. Sheehan, senior member of the firm of J. H. Sheehan & Co., 167 Genesee street, wholesale and retail druggists, is spending the month of August at the seashore.

Anthony Servatius, who has filled a responsible position for the past fifteen years at Haworth & Ballard's, 183 Genesee street, has resigned and opened a neat and attractive little pharmacy at 104 Varick street.

The C. H. Weberly pharmacy, at Troy, N. Y., is to be refitted and modernized by the Rochester Show Case Works. John Matthews Apparatus Co. is to add a handsome new onyx fountain, which, with the new mahogany fixtures, will make the worm turn.

Arthur S. Evans & Co. have purchased the old Franklin T. Ray drug store, corner Genesee and Whitesboro streets. The store has been refitted and newly stocked. Mr. Evans is a graduate of the class of '97, New York College of Pharmacy, and is a popular young business man. Edward F. Green, the former prescription clerk of Ray's store, has been retained as manager.

August 16th the oldest veteran in pharmacy in Utica, William Blaikie, celebrated his seventy-fifth birthday. During the day he was the recipient of many congratulations. The employees of the store presented him with a valuable gold-headed ebony cane and Dr. H. S. Quinn presented a handsome collie from his kennels. Mr. Blaikie has been in business in Utica for the past forty-six years. He is an active member of the Stevens Society for the Prevention of Cruelty to Animals and president of the Utica Savings Bank. Mr. Blaikie is held in high esteem by all who know him for his frankness and integrity in his business associations.

## GREATER NEW YORK.

### Personal Items.

E. C. Fowell, of the Southern staff of Schieffelin & Co., spent several days in the city recently.

W. H. Ebbitt, of Schieffelin & Co.'s city staff, is resting and letting his trade rest for a week or so.

B. T. Fairchild, of Fairchild Bros. & Foster, sailed recently for Europe, and will be abroad for some time.

William S. Merseuer and W. N. Clark, of the firm of Schieffelin & Co., are summering in the Adirondacks.

E. C. Tompkins has returned to his desk in the city department of Schieffelin & Co. after a summer outing at Deer Isle, Me.

Wm. F. Briggese, head clerk for J. N. Hegeman & Co., Broadway and Thirtieth street, has returned from his vacation, which he spent in Europe.

R. W. Phair, of R. W. Phair & Co., has returned from a business trip through Europe. Mr. Phair has made some important extensions of his business connections.

Professor John Oehler, of the New York College of Pharmacy and head of the city department of McKesson & Robbins, in Atlantic City, accompanied by his wife and family.

The pharmacies of J. J. Redmond, Fifth avenue and 114th street, and the Washburn Drug Co., on Forty-second street, near Broadway, have been made sub-stations of the New York postoffice.

Among the recent arrivals from Europe of New York chemists who have spent their vacations on the other side was Dr. Hugo Schweitzer, the honorary secretary of the Society of Chemical Industry.

Clarence Fox, of Fox, Fultz & Co., who has been spending a brief vacation in the Adirondack mountains, returned to the city last Tuesday, looking very much tanned and improved in appearance by his outing.

The botanical gardens of the Brooklyn College of Pharmacy, located on the farm of Dr. E. G. Rave, on Upper Broadway, Hicksville, L. I., are beginning to assume shape, under the direction of the doctor, who supervises the work.

In a recent issue we stated that J. B. Lawrence, the first clerk at Priest's Pharmacy, had accepted at Regnault's Pharmacy. We find, however, that this was an error, as Mr. Lawrence is assistant manager for J. C. Morrison at 262 Eighth avenue.

H. S. Livingston, who has charge of the department of publicity and promotion at Schieffelin & Co.'s, curtailed his summer vacation so as to be able to attend the dental convention at Old Point Comfort. Mr. Livingston has returned from the Point, and while he likes it, thinks he might like it better in cooler weather.

C. J. Countie, inventor of the now widely known "Countie's Roman Punch," was a recent visitor to New York. He has just completed extensive alterations to his pharmacy in Charles street, Boston, which makes his establishment one of the most attractive pharmacies in the neighborhood. He has been actively engaged in

the drug business in the same locality for a period of twenty-five years, and in this time has originated a large number of paying specialties.

John Miller, N. Y. C. P., '96, formerly in the employ of Hunt & Gregorius, druggists at 259 First avenue, and more recently at J. Jungmann's pharmacy, 1020 Third avenue, New York city, a position which he was obliged to give up on account of a severe attack of inflammation of the bowels, has been recuperating for the past two months at Flushing, L. I., where he was staying with Druggist Reed.

F. R. McDermott has, it is reported, severed his connection with the Michael Manufacturing Co., of 102 Fulton street, New York, introducers of the popular spiral rib nipple. Mr. McDermott is the owner of the patent on the spiral rib nipple and will continue to supply the demand at 305 Carroll street, Brooklyn. Mr. McDermott will be pleasantly remembered by the trade as the former representative of the Nichols Chemical Company, in whose service he was seventeen years.

We had a pleasant call the other day from Prof. Fred J. Wulling, the dean of the University of Minnesota College of Pharmacy. Prof. Wulling's home is in Carlstadt, N. J., where his parents reside, but he has been spending his summer vacation in the Catskill mountains. Prof. Wulling has lent willing aid to the committee of druggists of Minneapolis who have been arranging for the reception of the American Pharmaceutical Association, which meets this year on August 24th at Lake Minnetonka.

The customary summer dullness has been relieved to a considerable extent this year by a large influx of visiting druggists to New York. Some are here to purchase goods and others to enjoy their summer vacations. The reporter of *THE DRUGGIST* has seen a number of well known wholesalers and retailers, and among the number was George B. Hubbard, of Syracuse, who has found New York city to be a good, cool spot to spend a summer vacation in. He left on Tuesday, the 17th instant, for Portland, Me., making the trip by water.

Prof. J. H. Beal, of Seio, O., spent a few days in New York city last week, and paid a visit to our office. Prof. Beal is the Secretary of the American Pharmaceutical Association Committee on Education and Legislation, and has done much during his connection with it to further the movement looking to a codification of the existing laws pertaining to pharmacy. Prof. Beal will have an interesting report to make at the Lake Minnetonka meeting of the A. Ph. A. this week. During the past year he has placed himself in communication with the secretaries of all boards of pharmacy throughout the country, and has collected an enormous mass of material for the annual report of the committee of which he is the secretary. Prof. Beal wears gold-rimmed spectacles, and might easily be mistaken in a crowd for the Hon. Assistant Secretary of the Navy, who distinguished himself so much while President of the Board of Police Commissioners of New York.

### New Rubber Sundries House.

The Goodyear Rubber Glove Mfg. Co., of 505 Broadway, New York City, have added a department of druggists' rubber sundries to their already extensive business, and J. Fred Doty, of this city, who has been associated for the past twenty-two years with the Mattson Rubber Co., as manager, is to establish the new department and have charge. Mr. Doty's wide acquaintance among both the wholesale and retail drug trade of the country—he is one of the oldest rubber sundries men in the business—should make him a decided acquisition for the Goodyear Glove Mfg. Co., and the new department will be pushed with all the vigor and energy which his long experience makes possible. It is the intention of the Goodyear Glove Mfg. Co. to build up one of the largest druggists' rubber sundries houses in the country, and in this they will be effectively aided by Mr. Doty.

The White G. Smith Drug Company has been incorporated at Asheville for thirty years, with a capital of \$10,000. The incorporators are: White G. Smith, L. P. McLoud, J. A. Allison, of Asheville, and J. B. S. McIntosh, of Lynchburg, Va. The purpose of the corporation is to buy, sell and deal in drugs, chemicals and other wares and merchandise.

## MASSACHUSETTS.

### An Erroneous Report.

#### Massachusetts Board Did Not Examine Applicants.

BOSTON, Aug. 20.—The report which has appeared in some of the pharmaceutical journals, that the Massachusetts Board of Registration in Pharmacy examined 218 applicants for druggists' licenses July 13th and 14th, was erroneous. It sprang somehow from an examination for physicians' certificates. The State Board of Registration in Pharmacy makes it a rule to examine only about 15 applicants in one day. If there are more they divide the applicants into classes of 15. This number is all that they can do justice to, the members declare.

#### The Duty on Combs and Horn Goods.

##### New England Manufacturers Protest.

The comb manufacturers of Leominster have had hard work to keep their shops running under the Wilson law. A local committee went to Washington while the Dingley act was being framed and succeeded in getting the House to advance the ad valorem duty on horn goods from 25 per cent to 30 and to fix a specific duty of 75 cents on manufactured celluloid goods, in addition to an ad valorem duty of 25 per cent; the duty on celluloid stock remained the same. This was fairly satisfactory to the local committee and it returned home, little dreaming that the Senate would interfere with their efforts, but that body increased the duty on celluloid stock from 50 to 60 cents a pound, and reduced the duty on manufactured goods as fixed by the House, from 75 to 65 cents; President Blodgett, of the Leominster Horn Manufacturers' Association, regards the action of the Senate as an injustice, and feels that it listened more to the lobby than it did to the real interests of an important American industry. As the tariff stands now, under the recently enacted Dingley bill, there is a 30 per cent ad valorem duty on horn goods and 65 cents a pound and 25 per cent ad valorem duty on manufactured goods from celluloid; local manufacturers anticipate a revival of the comb business under the increased protection, unsatisfactory as it is.

##### Association of Clerks in Holyoke, Mass.

The drug clerks of Holyoke and South Hadley Falls have organized a drug clerks' pharmaceutical association and elected these officers: president, Ulysses E. Fortier; treasurer, B. L. Copeland; secretary, Henry Toepfert.

##### Minor News Notes.

James G. Mahoney is a new druggist of Edgeworth.

H. E. Gunn, of Uxbridge, has moved into his new store.

The Murphy drug store, at North Andover, is about ready for occupancy.

David Michaels, for six years a prescription clerk for M. B. Crowell & Co., of Brockton, has left that position.

A fire originated in the cellar of John Greer's drug store, Lawrence, on the evening of the 13th. Damage was \$300.

The drug business of J. F. Webster, corner of Purchase and Weld streets, New Bedford, has been sold to John A. Gunning and Joseph P. Doyle.

Malden people around Central Square were startled on the morning of the 7th by a loud explosion in front of the drug store of W. B. Hunt & Co.

The last meeting of the Board was in June. The next meeting will be held September 7th, 8th, 9th; September 21st, 22d, 23d, and October 5th, 6th and 7th.

In the new Masonic Block, Darwintown, quarters are being prepared for William C. Gaudet, who has conducted a drug store in the Central Block for years.

J. W. Perron, of Holyoke, has been fined \$150 for carrying liquor in stock without a sixth-class license. This is a severe fine, and Judge Pearson evidently wanted to make an example.

Many improvements have been made in the old drug store of Maplewood which formerly belonged to L. W. Rockwell. The Sutherland Drug Co. now have possession of the property.

T. Danvers has a new drug store—that of Samuel M. Moore's. New furniture and fixtures grace an enlarged store. The counters and cases are of new design, and the store is wired for electricity.

Chas. H. Cooper, a representative of Walker & Gibson, of Albany, wholesale, has purchased the drug store and fixtures of George Wright & Son, of Dalton. The retiring firm has been in business six years.

The Wilson House Drug Store of North Adams, rejoices in a new fountain. The old one had been in use for twenty years. The new one is double, made of onyx, fitted for twenty-four syrups and eight minerals.

The Massachusetts party of druggists which left August 19th, with Mr. S. A. D. Sheppard, for the A. Ph. A. meeting at Lake Minnetonka, includes President Henry M. Whitney and wife, of the Massachusetts Board of Pharmacy.

James C. Brady, of Fall River, is to have his store front extended so as to make thirty-two feet in all. Two additional windows are to be put in on the Pocasset street side. When the store is completed it is to have a new set of furnishings.

The Baker Extract Co. has secured commodious quarters on Hampden street, Springfield, with an eye to future development. It is said that the company contemplates moving its headquarters from Portland, Me., to Springfield some time in the not distant future. It is one of the largest and best known of concerns of its line and has agencies all over the world.

Charles A. Siegmund, the well-known chemical and pharmaceutical expert, has gone back to his old love, the retail drug store, and opened a beautiful pharmacy at 155 Tremont street, Boston. The store is 96 feet deep by 25 feet wide, and fitted in white and gold, and is, altogether, one of the most attractive stores in the city. Mr. Siegmund's many friends will unite in wishing him all good fortune in his new venture.

### George H. Kalteyer Dead.

George H. Kalteyer died at the German hospital at Philadelphia August 4th. The deceased was widely known in Texas and other parts of the country, having been for several years President of the State Pharmaceutical Association. He was Secretary of the Lone Star Brewing Association, President of the San Antonio Drug Co., President of the Alamo Cement Co., and senior member of the drug firm of Kalteyer & Son. He leaves a large estate and carried about \$50,000 life insurance. The deceased was born in New Orleans forty-six years ago. He leaves a wife and three children.

### Not Much Difference.

Beatrice Beacon Street.—I fairly adore Wagner; don't you?

Winnie Wabashe.—Oh, I don't know—I think Pullman makes just as good a car.

## PENNSYLVANIA.

### Cheap Rate Excursions Boom Business.

PHILADELPHIA, Aug. 21.—The cheap excursions to Atlantic City which the Pennsylvania Railroad inaugurated some days ago, making the tickets good to stop over in Philadelphia, has proved a good thing for all concerned, as the excursion was one of the largest of the season, and the amount of business done was something phenomenal. The trading was not confined to any one class of goods, but the visitors purchased at many stores, including the large wholesale druggists and the chemical works. The extent of the wholesale houses and chemical works caused considerable surprise amongst the druggists in the West, and before they left a number of large orders were placed. In all cases the visitors were greatly pleased with what they saw and the manner in which they were treated, as everything was done to make their stay a pleasant one.

Since the Governor vetoed the pharmacy bill, there has been a number of inquiries made by speculators in regard to starting up drug stores in various sections of the city. The first one to take advantage of it has been Mrs. Hudson, who is reported to have considerable money and who has bought the drug store at Twenty-second and Berks streets, paying for the good will and fixtures about \$10,000. The store is now closed, owing to a general alteration, and she has engaged a manager to conduct it for her.

### Grills' Store Sold.

The drug-store property of the late R. W. Grills, at Main street and Glenwood avenue, is in a very tangled shape from financial embarrassment. It was not in excellent condition when Mr. Grills died, and the widow has not been able to place it on a good financial basis. Mrs. Grills lately made an assignment, but creditors, among them George A. Plimpton, of Plimpton, Cowan & Co., and Frank S. Hubbard, now of Syracuse, are trying to obtain payment of their claims outside of it. Mr. Plimpton claims that Mr. Grills owed him \$426, and got out an injunction against a chattel mortgage sale that had been ordered. The injunction has now been modified so as to allow the sale to proceed, provided that \$600 be deposited to the credit of the claim of Mr. Plimpton. The store was sold on the 17th under the mortgage to E. A. Bennett, a druggist, who, rumor says, is to marry Mrs. Grills.

### Successful Candidates for Licenses from the Pennsylvania Board.

Dr. Charles T. George, the Secretary of the Pennsylvania Board of Pharmacy, reports that at the recent examinations of the State Pharmaceutical Board, held in the cities of Erie and Williamsport, 106 persons presented themselves for examination as registered pharmacists and 44 as qualified assistants. Thirty-seven of the former and 28 of the latter class succeeded in passing a successful examination. The following are the successful candidates:

Herman J. McBride, Edward J. Rihn, James F. Hoffman, Forrest F. Feidler, Charles J. Harvey, Arthur Binder, William P. Kirk, Ulysses S. Kline, W. Harry Billhartz, Peter A. Hellerbach, Theodore Thomas Hill, Daniel Rectenwald, James B. Porter, William M. Calhoun,

William C. Engel, Charles J. Stewart, Simeon Nixon, Jr., John F. Hood, Clarence M. Dorsey, Peter P. Stafford, Guy Turner Fargo, Frank W. Smith, Harry C. Luke, Arthur Homer Hennage, William Frederick Coe, Edward L. Steigleder, George R. Brine, John W. Drake, Albert Edwin Frapin, Frederick Franke, Milton Dunn, John Reinhold, Jr., Woodward C. Harrison, E. A. Daniels, Adeodatus C. Jackson, George Sergius Seldes, Hugh M. Cline, John B. Schenning, Charles William Nebel, Thomas Clark Carson, Isaac A. Jennings, George S. J. Keen, Peter Klinger, Fred. William Kimberlin, George W. Alcott, Clarence H. Campbell, Walter Keogh, Thomas B. Evans, Frederic E. Nice, David Strode Jefferies, Harry L. Blatchley, George S. Male, Guy L. Jarret, John C. Cochran, M. D., Fred. C. Saner, Laura A. Baker, William T. Munday, William Irving Hoft, W. Frederick Davey, Samuel Keim Fisher, Elmer George Brugler, William T. Mundy, William Irving Wilkinson, Franklin B. Schrier, William N. Eshbach.

The next meeting of the board for the examination of applicants for registration will be held at Philadelphia, in the Central High School building, corner of Green and Broad streets, on Saturday, October 23, 1897, and at Pittsburg, in Municipal Hall, on Tuesday, October 26, 1897. Blank applications and all necessary information can be obtained from the secretary of the board, Dr. Charles T. George, of Harrisburg.

### H. K. WAMPOLE & CO.'S LABORATORY DESTROYED BY FIRE.

### Warehouse Saved—No Interruption to Business.

On Friday, August 20th, a fire started in Henry K. Wampole & Co.'s laboratory, in the rear of 441 Greene street, and before it was extinguished the building and contents had been damaged to the extent of \$50,000. The fire was discovered shortly after 1 o'clock in the morning, and although an alarm was given immediately and the fire department responded promptly, the flames had gained great headway, and for a time it looked as if the whole building was doomed. The fire was in the centre of the building, and through the means employed to extinguish it considerable damage was done. It is not known how the fire started, but it is thought it was by spontaneous combustion, as in the cellar, near the foot of the stairs, was a pile of waste. Above this was the tank containing cod-liver oil. The oil was good fuel for the flames. While the fire lasted only an hour, in that time the entire interior of the building was destroyed. Through the efforts of the firemen the warehouse which adjoins the rear of the building was saved. In this building there was a large quantity of finished stock and crude drugs.

The firm of H. K. Wampole & Co. consists of Henry K. Wampole, Albert I. Koch and S. Ross Campbell. Speaking to your correspondent, Mr. Koch said: "The loss on the building and contents I would place at \$50,000, although I have not had time as yet to make a thorough examination. The building burned is 180 feet deep and 25 feet wide. In it were the office and laboratory. Owing to the warehouse being saved we will be able to continue our business without much interruption."

**Live Philadelphia Items.**

John P. Frey, Sixteenth and Tasker streets, is at Wildwood, N. J.

C. J. Biddle, of 3348 Market street, is at La-velette, N. J., with his family.

The Progressive pharmacy has moved from 124 to 739 South Seventh street.

J. M. Sharp, 2542 Richmond street, is enjoying the bathing at Atlantic City.

W. C. Burk, Jr., wife and daughter are spending a few weeks at Atlantic City.

Frank Hoff, who represents Levick, Son & Co., is having a good time at Atlantic City.

W. N. Stem, Twentieth and Callowhill streets, is buffeting the breakers at Atlantic City.

E. R. Gatchell, Tenth and Spring Garden streets, has gone to the Pocono mountains.

Robert McNeil, of Howard and York streets, is summing with his family at Stroudsburg.

H. F. Seeley, 2407 Fairmount avenue, is spending considerable time at Wildwood, N. J.

A. H. Bolton, of Germantown, is spending his vacation at Ocean City with his wife and daughter.

Dr. George E. Dahis, Forty-ninth and Woodland avenue, has returned from a trip to Sea Isle City.

Joseph A. McKee has sold his store, known as the Angora pharmacy, at Altoona, to Dr. J. H. Hogue.

W. P. Bender, Eighteenth and Morris streets, has greatly improved his store by putting in a new front and refitting the interior.

H. B. Moss, who conducts the drug store at Seventeenth and South streets, is making a number of alterations and improvements to it.

A. T. Pollard has bought the store of C. H. Tatham, at Fifteenth and Locust streets, which he will conduct in connection with his other store at Eleventh and Locust streets.

Jesse W. Pechin, Thirteenth and Columbia avenue, is taking a month's vacation, and during that time will visit the Adirondacks, Canada, and the summer resorts of the New England States.

J. M. Maris & Co. have recently received a large consignment of Bohemian glassware and glass and fancy decorated atomizers, the collection being the largest and handsomest this house has ever had.

Mrs. C. E. Worthington, who recently sold her store at 108 Richmond street to Peter Steelman, who failed to conduct it so as to meet all his payments promptly, has taken it back, and now is operating it herself.

Henry Schandain, of Schandain & Lind, is summing at Atlantic City. He comes to the city every day and returns at night. Mr. Lind is also at the same place, having returned from a very successful Western trip.

Benjamin Rice Faunce has purchased from the widow of W. H. Faunce the store which was conducted by her husband for a number of years at 501 East Girard avenue. Mr. Faunce was for some time a clerk in his uncle's store.

James M. Whitecar, one of the city representatives of the Smith, Kline & French Co., will attend the G. A. R. encampment at Buffalo, to be held the latter part of this month, after which he will make a trip to Buffalo, Niagara and Toronto.

E. Fisher, manager for D. Henry Medd, 2504 Kensington avenue, met recently with a severe accident while out on his wheel. The forks broke and threw him heavily to the ground and severely wounded his head. He is now convalescent.

The Smith, Kline & French Co. have finished the alterations to the store adjoining their present establishment and are now occupying 435 as well as 431 and 433 Arch street. The new part will be devoted to Mr. Kline's general office, his strictly private office, special clerks and stenographers.

H. R. Lawrence, manager of Wright's pharmacy, on the board walk near Illinois avenue, Atlantic City, and a graduate of the class of '81, Philadelphia College of Pharmacy, is doing a splendid business and the receipts this year are far above those of last. He was formerly at Twentieth and Spruce streets.

Walter F. Ware, one of the most genial proprietors in this city, reports that since the passing of the tariff bill there has been a great improvement in his business, and the demand for the Mizpah specialties has been greater than it has ever been before. Mr. Ware is thinking seriously of enlarging his plant, as the business having so largely increased of late, he is greatly hampered in the prompt delivery of orders.

**ILLINOIS.****Wholesalers' Prospects Cheering.****Interview with Percy B. Fitzgerald.**

CHICAGO, Aug. 17.—There is much food for thought in the condition of the drug trade in Chicago at present. The wholesalers, as a rule, appear to be satisfied with the prospects for fall business, but the retailers, for the most part, do not take a rosy view of the situation. Percy B. Fitzgerald, of Morrisson, Plummer & Co., giving the wholesalers' view, said: "The man would have to be a pessimist indeed to be blind to the encouraging signs which are to be seen in the condition of business. I will be better able to give a report on the situation in a few days, when queries which I have sent out are answered, but I can say that the prospects now are encouraging. The farmers are getting their grain to market and are receiving excellent prices, and this fact has an important bearing on business interests here. The men who are in charge of our order department say that larger orders are being received. The great trouble heretofore has been that although we had plenty of customers, they were so conservative about buying that the aggregate of purchases was not what it should be. Lately we have noticed a change, and I am pleased to say that orders are being swelled to a considerable extent. The change is slow, however, and has not yet become marked."

**A Wholesaler Who Is Less Hopeful.**

Robert Stevenson, of Robert Stevenson & Co., finds it necessary to use a long-distance focus on the telescope with which he looks for prosperity, but still he can see it dimly. His report is as follows: "Country trade is lively, with collections fair. The city business is moderate and collections are rather close. The city business is not in as good shape as that in the country. Expenses here are high and the department stores are hurting business, especially in the patent medicine line. Both these items have a bad effect on profits. There are few changes in prices, and these are mainly upward, owing to the tariff, which, of course, was to be expected. The great crops which are in prospect, and even the gold furor, will undoubtedly exert a beneficial influence, but it will take time. If a number of men who are now rushing to the north bring back large amounts of gold next year, it will most likely have a good effect. Not only will these men have money, but employment will be furnished others."

**A Retailer's View.**

One of the best-known druggists in Chicago told your correspondent that he considered the outlook anything but bright for the retailers, and that his mainstay at present is the cigar counter. Fortunately this view is not shared by all, although the soda fountains and drug counters certainly are of great aid in

swelling receipts. One and all unite in blaming the cut-throat methods of the department stores for their lack of large profits.

**Moving Against Drug Adulterators.**

A crusade has been lately undertaken by the State Board against those who are in the habit of selling adulterated drugs. Needless to say, the department stores are the ones which will be affected. The law passed by the last General Assembly against food adulteration gives great aid to the State Board in this direction, and it is the intention of the members to do some effective work in this field, which has never received any great amount of attention. A chemist has been engaged, whose duty it is to examine and analyze samples, and a competent attorney has been engaged. Some of the discoveries of the chemist have been startling. In one instance a sample of cream tartar purchased at a department store was found upon analysis to contain no cream tartar. Other analyses showed 25, 50 and even 75 per cent of cream tartar, the remainder usually being plaster of Paris.

**Counterfeiters of Patent Medicines to Be Punished.**

The cases against the perpetrators of the drug frauds in Chicago will be taken up by the State's attorney at the close of the vacation period. Renewed interest has been shown in these cases, as a result of the condemnation recently at Syracuse, N. Y., of Dr. Marquisel, a medicine counterfeiter, who must serve a prison sentence. In these cases the Court held that a medicine having the confidence of the people to an extent which can tempt to dishonest imitation has attained an importance which renders the substitution for it of unreliable and unauthorized compounds an offense of a serious nature, against which the people have a right to be protected. From the court proceedings the inference can be drawn that the people would not have got into the habit of relying upon a certain medicine for the cure of their ailments without good cause. On this account counterfeiting such a remedy is not an offense against the manufacturer of the genuine goods alone, but against the public. It is an offense against the manufacturer because it robs him of the fruit of his enterprise in making known the merits of his product and his expenditures in advertising, for which large sums are paid to the newspapers daily. But it is an offense against the people—a public offense—for unless the confidence of the public in a genuine product has been justly earned it would be folly advertising it.

**Notes.**

E. B. Sorley, of Murray, Utah, is in Chicago for a visit.

The Mason Drug Co., of Corwith, Iowa, has sold out to Severin & Olke.

J. Heald, of North Clark and Huron streets, has moved to Fort Wayne, Ind.

Ashman & Temple, at Frankfort, Ind., have been succeeded by Ashman & Gard.

W. C. Whitsel, Lafayette, Ind., has disposed of his stock to Joseph Cason, of Brookville, Ind.

The business of Hobart & Bogelle, Gilman, Ill., will hereafter be conducted by F. E. Hobart, who has bought the interest of his partner.

A. C. Musselwhite, the man who has been known as the owner of more drug stores than any one else in Chicago, has sold his place at 4259 State street to C. W. Marshaus & Co.



## OHIO.

**The War on Adulterators—A Statement from the Commissioner.**

CINCINNATI, Aug. 17.—The efforts of the Dairy and Food Commission of Ohio to suppress the sale of adulterated sugar in this State have been doubled by Commissioner Blackburn. That official has just issued a statement, which is, in part, as follows: "My attention has just been called to a circular sent out from New York, headed 'Tyranny in Ohio,' and signed by Robert Crooks & Company, that is so full of falsehood and misrepresentation that I deem it my duty to the law-abiding tradesmen of Ohio to publish the facts in the case referred to. On May 22d last Mr. D. McCullough, of Troy, O., was arrested on my official order for the sale of adulterated sugar. He was prosecuted for selling sugar said to have been adulterated with Prussian blue. The evidence and tests before the jury indicated that the sugar was colored with ultramarine blue, and the charge of the Court was that if the sugar was colored with ultramarine blue, and not Prussian blue, the verdict should be not guilty. The report of a New York chemist, as sent out by Crooks & Company, shows that he analyzed a sample of cane sugar and found it to contain no coloring matter. This could not have been the same sugar for which Mr. McCullough was arrested for selling. For the last four months this department has repeatedly called attention to the fact through the press that adulterated sugars were being sold in Ohio. I am glad to state that a vast majority of the dealers throughout the State have heeded these notices and discontinued selling these goods. A few, however, have not done so, and when arrested and prosecuted seek to create sympathy and sentiment by misrepresentations. When a dealer has no more regard for his reputation or the interests of his customers than to sell goods known to be adulterated, he is not a good citizen, and when arrested for his misdeeds and the protection of the consuming public, he is not entitled to any consideration or sympathy at the hands of any one, and he will receive none at this office."

**Trying to Have Their Telephone Rates Reduced.**

The druggists of Cincinnati, Covington and Newport are more than anxious to have their telephone rent reduced. It is claimed that the toll charged by the Bell Telephone Company is exorbitant. The latter corporation, however, claim that the telephone charges are not unreasonable and that druggists have no kick coming. It is also claimed that pharmacists have no right to let every person who comes in use their telephone without exacting the regular rate of 10 cents for each message. It is claimed that if druggists would abandon the free telephone feature in their place that they could realize almost enough to pay \$100 a year for the telephone. The druggists have not as yet taken any united action, but something of that sort will probably be done in the near future.

**City Gossip.**

Prof. Fennel is away on his vacation.

Harry Streithorst has opened a drug store at Sixth and Smith streets.

Dr. Louis Sauer has just finished remodeling his store in the West End.

George Budde, of the Stein-Vogeler Drug Co., has returned from a trip up the C., H. & D. road.

Madam Rumor has it that two new drug stores are to be opened in the heart of Covington in the near future.

N. Ashley Lloyd, of the wholesale drug firm of Lloyd Bros., who is treasurer of the Cincinnati Base Ball Club, is ill.

Billy Salt reports good business at his new store on the river front. Billy is a clever fellow and he deserves to succeed.

Karl Kuhlmann, who was formerly a well-known drug clerk of this city, has opened a pharmacy in the outskirts of Chicago.

Albert Boehmer, the popular druggist at Eighth street and Central avenue, is contemplating making extensive changes in his place.

Clarence Patterson, who was formerly employed at De Lang's drug store, is now behind the prescription counter at Dow's new pharmacy at Seventh and Race streets.

All the wholesale drug houses and jobbers are closing their establishments at noon Saturdays. This innovation is hailed with delight by the army of employees in these places, who thus get a half-holiday once every week.

William Waring, of Chicago, who is said to be something of a "mixicologist," was brought to this city by Miss Cora Dow to take charge of her magnificent new soda fountain. It is considered quite a stroke of enterprise for a Cincinnati concern to bring help here from the Windy City.

**Cigar Famine in Cleveland.**

CLEVELAND, O., Aug. 18.—If cigars have gone up in price in the vicinity of Cleveland, it can be attributed to but one reason—Nelson A. Cannon, city buyer for Benton, Myers & Company, is a married man.

Ordinarily this mere fact would not have such a peculiar tendency, but Mr. Nelson kept his marriage a secret for four months, and when his friends learned it for the first time this morning, they demanded satisfaction at his hands, and got it.

Nelson's marriage is certainly a romantic one. He was married on May 8th, in St. Thomas, Ont. Both his parents and the parents of the young lady, Miss Marion Wing, had objected to the union, and in true Lochinvar fashion Cannon overcame their objections by getting married first and then telling them about it afterwards.

**Successful Outing of the O. S. P. A.**

CLEVELAND, O., Aug. 19.—One of the most successful social affairs since the O. S. P. A. meeting occurred in this city, was the Cleveland Pharmaceutical Association picnic, which took place on August 10th. The picnickers, nearly 300 strong, left at noon over the A. B. & C. railway, and an hour later arrived at Silver Lake, their destination. "Papa" Heckler, of course, was much in evidence. He was kept busy shielding the naughty pharmacists from such temptations as beset temperance people at a temperance resort. The feature of the occasion was the baseball game between the wholesalers and the retailers. The game was umpired by Abe Hennecker. Pharmacist Zickles covered himself with glory in behalf of the retailers in the centre field, making some phenomenal catches. He could not win the game alone, however, and the wholesalers succeeded in winning out with a score of 16 to 6.

**Off to the A. P. A.**

Joseph R. Fiel called on the pharmacists on board the steamer Northwest when she touched at this city on the morning of the 21st. Mr. Fiel met a

number of the party, including S. A. D. Sheppard, treasurer of the Association; W. C. Alpers, of New York, and Caswell A. Mayo, editor of the AMERICAN DRUGGIST. Mr. Fiel and Mr. Lewis C. Hopp, chairman of the commercial section, leave by rail on Monday morning and will stop in Chicago. Quite a large party sailed earlier in the week on an Anchor line steamer. Among this party were George Voss and Gus Heckler.

**Personal Mention.**

R. L. Cobb, of Strong, Cobb & Co., has returned from an Eastern trip.

E. L. Strong, of Strong, Cobb & Co., is receiving the congratulations of his friends over the fact that he is a "papa." The addition to Mr. Strong's family came last week. Mr. Strong, with his family, will spend a few weeks' vacation on the seashore.

O. B. Hannum, the genial chemist of Strong, Cobb & Co., is at present enjoying a vacation. His immediate destination has been kept a secret, but in some way or other it has leaked out that he intends going to Princeton, N. J., before he returns to this city, in order that he may shake hands with his personal friend, ex-President Grover Cleveland.

Harry Snyder, of Urichville, O., a pharmacist in the employ of the White Drug Company at that place, sustained an accident last week which will make him a cripple for life. Snyder attempted to board a D., L. & W. train at the station and caught his foot in a defective plank on the platform. He was thrown beneath the train and both legs were run over. He was taken to a physician's office, where both limbs were amputated.

**PHARMACISTS AFFECTED BY THE KLONDIKE BOOM.****Klondike Boom Good for Business.****Letter from the Secretary of the Washington State Board of Pharmacy.**

In forwarding a report of the proceedings of the regular meeting of the Washington State Board of Pharmacy held at Spokane, July 19th and 20th, W. H. T. Barnes, the Secretary of the board, writes:

The wonderful excitement over the discoveries of gold on the Klondike and the consequent rush for the gold fields has made business very lively in Seattle, as this city is the natural out-fitting place, and to which the majority come to start on their long voyage in quest for the precious metal. The drug business is enjoying its share of the general prosperity, and it has simply been impossible for me to get this report off to you before, even in as brief a form as it now is.

**More Druggists for the Klondike.**

E. J. Koeberlin, a druggist at 2,000 South Broadway, St. Louis, has been seized with the Klondike fever. He is endeavoring to dispose of his drug store with the intention of going to the gold fields of Alaska next spring. Dr. Koeberlin is prominent in South Broadway affairs, having served as trustee of the South Broadway Merchants' Association. Robert Paulis, a young contractor, is to accompany Mr. Koeberlin on his Alaskan expedition.

On August 7th a stock company called the "Valparaiso Klondike Mining and Trading Company" was organized at Valparaiso, Ind., with an authorized capital of \$500,000. Capital paid in, \$25,000. The stockholders include a physician and a local druggist, William Letherman.

## MICHIGAN.

## The Business Outlook.

DETROIT, Mich., Aug. 18.—The retail and jobbing trade in all lines in Detroit, with the possible exception of drugs, are quiet at present. This is invariably the case during the months of July and August, but business men here hardly ever take this into consideration, and an annual kick is the result. The drug trade, however, seems to be in a healthy condition, and all are optimistic concerning future prospects. They argue this way concerning Michigan, from an agricultural standpoint. The State was never in a better condition. Last year the farmers marketed 15,000,000 bushels of wheat at 53 cents per bushel. This year they have 25,000,000 bushels, and the price is at present 90 cents, with a rising market. This means thousands of dollars to the farmer. Michigan railroads are feeling a new stimulus, and freights and passenger traffic are increasing. Factories are slowly starting up, especially in Detroit. When the farmers and laborers find employment, it is argued that business in cities must show a decided improvement. The conclusions seem to be logical, and Detroiters are confidently looking for a boom.

## A Well-Appointed Detroit Pharmacy.

F. W. R. Perry conducts a prosperous pharmacy at the corner of Woodward and Selden avenues. He has acted as President and Secretary of the State Pharmacy Board, and is, perhaps, one of the best known druggists in Michigan. Mr. Perry not long ago saw the tendency of the times to specialize in prescription work, and started a well-appointed store in the Shurley block, similar to those in other large cities, where offices are maintained in big business blocks. The building contains thirteen physicians, all of whom patronize the pharmacy, which is in charge of Leonard A. Seltzer, a chemist of recognized ability. He does analytical and experimental work for the physicians. There are only one or two stores in Detroit devoted entirely to prescription work.

## Michigan News in Brief.

Edwin F. Sinclair has sold his drug store and grocery business at Homer, Mich., to his partner, Horace D. Lee.

W. T. Drake, of Marshall, Mich., has sold his drug store there to J. E. Mast and Al. Hindenach, who will continue the business.

Putnam Bros. have sold their drug stock at Kalamazoo to Alva Ulrich, who will continue the business under the style of Briggs & Ulrich.

H. H. Prosser, pharmacist, at E. C. Haynes' drug store at Davidson, Mich., has gone to Flushing to enter the employ of Druggist J. E. Ottoway.

F. L. Woolston, formerly with White & White, Grand Rapids, Mich., has charge of the prescription counter of the Petoskey Pharmacy, at Michigan's northern summer resort.

Joseph Maltas, who has been with Fred R. Price for five years at Sault Ste. Marie, Mich., has purchased the drug store of Dr. Kirby, at Pickford, Mich. He has a fine field there.

A blundering drug clerk in the store of O. A. Fankboner, at Grand Rapids, Mich., sold a quantity of gasoline for kerosene, and as a result a serious lamp explosion took place in Patrolman Tatro's residence. It is alleged that several explosions which have taken place in that vicinity are due to the same cause.

The Wayne Hotel Drug Store, of Detroit, which was recently taken on a chattel mortgage by Williams, Davis, Brooks & Co., of Detroit, has been purchased by Hollister & McIntyre,

and is being refitted and brought into a condition bordering on the palatial. This enterprising firm now has three drug stores, all well located and doing a fine business. The others are at 1115 Third avenue and 488 Lincoln avenue. Mrs. Hollister, is a registered pharmacist and a lady of good business qualifications, and lends valuable aid in the management of the business. The goods are mostly purchased direct from the manufacturers, and owing to the extent of their trade the firm are able to buy as cheaply as the jobbers.

## MISSOURI.

## Off for the A. P. A. Meeting.

ST. LOUIS, August 18.—All aboard for Lake Minnetonka and the annual meeting of the A. P. A. is heard throughout Missouri drug circles. If all could go who have a desire, it would take a special train of several coaches to take them. As it is, there are twelve who will certainly go from this point. They are as follows: E. W. Morse, Mt. Vernon, Ill.; H. F. Hassebrock and wife, St. Louis; Dr. Francis Hemm, St. Louis; Dr. J. M. Good, St. Louis; Dr. H. M. Whelpley and wife, St. Louis; Theo. C. Loehr and wife, Carlinville, Ill.; M. W. Alexander, St. Louis; Dr. Samuel P. Sadtler, Philadelphia, Pa.; Dr. Enno Sanders, St. Louis.

## From the Reporters' Notebook.

J. F. Mott, well known among St. Louis drug clerks, has departed for Mexico, Mo., where a lucrative position awaits his arrival.

C. E. Neubert recently sold his drug store at Fourteenth street and Washington avenue to E. C. Scholz, a former North St. Louis druggist.

C. L. Chittenden, of the late firm of Schneider & Chittenden, has gone to New York city, to spend ten days among old friends and relatives.

J. H. Martin, the chief clerk at the Arcade pharmacy, looks fresh and happy after a two weeks' vacation spent at his home, Edwardsville, Ill.

An attractive new drug store has made its appearance at the corner of Twenty-second and Market streets. E. W. Godron is manager of the stand.

The firm of Schneider & Chittenden has been dissolved. They were dealers in druggists' sundries, etc. Both members of the firm are graduates in pharmacy and old-time St. Louis drug clerks.

G. W. J. Knight, of the Meyer Bros. Drug Co., and C. L. Binschidler, of the J. S. Merrel Drug Co., have gone to New York on the G. A. R. excursion. They will put in their time at Buffalo at the reunion.

Walter J. Kohl, a prominent St. Louis drug clerk, has gone to Kansas City and accepted a situation with J. C. Wirthman. Mr. Kohl was the silver-medal man of the '97 class of the St. Louis College of Pharmacy.

C. F. William Bade has moved his drug store from the corner of Eighteenth street and Shenandoah avenue to Devolsay street and Gravois avenue. Mr. Bade's lease expired at the old stand and he was unable to secure a renewal.

George Eyre has been appointed druggist at the Female Hospital of St. Louis. This is a very desirable position, and is only obtained through political influence, although the health officials are careful to select a thoroughly competent pharmacist to fill the position.

Gus R. Brandian has entered the retail drug business again and purchased the store at St. Louis and Taylor avenues. Mr. Brandian formerly owned the store at the corner of Fourteenth and Spruce streets, but sold out one year ago, and has been traveling around the country in the meantime.

L. B. Philibert has purchased the drug store at Elliot avenue and Gamble street, formerly owned by Adolph Braun. Mr. Philibert has for many years been chief clerk at Francis Sum's pharmacy, at Ewing and Clark avenues. He has purchased one of the best stands in the city, and has the energy and ability to keep up the reputation of the store.

## Items of Western News.

William H. Zorger, Champaign, Ill., has sold out to S. C. Tucker.

A. E. James, clerk for Bartlett & Coolbaugh, Columbus, Kan., was married on July 4th to a Miss Hudson.

Weaver & Co. are now doing business in the store formerly owned by A. P. Cummings at Fon du Lac, Wis.

Walter Brown has purchased the stock of Oscar F. Schmidt, at Thirty-first street and Cottage Grove avenue.

The Jackson-Wheeler Drug Co. have opened a new store at Mena, Ark. The fixtures are of antique oak and very neat.

W. H. Watson, of Chebanse, Ill., has withdrawn from the drug business to practice medicine. His son has succeeded him.

Dr. J. W. Hutchins, the well-known druggist and manager of the Frantz Drug Co., Galena, Kan., died very suddenly, July 19th. He had been confined to bed a few days only, and was not considered dangerously ill, so his death came as a great shock to all his friends. The doctor was about fifty-five years of age, and had been a resident of Galena most of the time.

## Washington State Board Licenses Pharmacists.

At the meeting of the Washington State Board of Pharmacy, held at Spokane, July 19th and 20th, the following persons were registered as pharmacists: By examination—Charles F. Steward, of Colfax; Valentine Brasch, of Spokane; W. F. Murray, of Spokane. By graduation—Joseph Schaich, of Spokane; E. D. Allen and Martin H. Allen, of Seattle. N. K. Wilson, of Roslyn, was registered as assistant. A case of violation of the law was recently prosecuted by the board at Castle Rock, and on a question of jurisdiction, was taken to the Superior Court, where it is expected a decision will shortly be rendered. The next meeting of the board will be held at Tacoma, October 18th and 19th.

## During Hot Weather.

The man who does not take a vacation will, during this month, if he is working hard, shorten his life by days, if not months, and when sickness comes will have ample time to compute how much more money he has earned by thirty years of continuous work than his neighbor during forty years of activity with a month of rest each year.—*Atlantic Medical Weekly*.

## English as She Is Wrote.

Here's a fresh batch of illiterate notes from fond parents to a certain school teacher in our own New York:

Teacher: You must excuse my girl for not coming to school, she was sick and laid in a common dose state for tree days. Mrs. W.

Teacher: George's mother got no catching illness. She got a girl. Very respectfully, His Aunt.

Miss —: Please let Willie home at 2 o'clock. I take him out for a little pleasure to see his grandfather's grave. Mrs. R.

Teacher: If Louis is bad please lick him till his eyes are blue he is very stubborn. he takes after his father. Mrs. P.

Patient—Isn't it a little dangerous to administer anaesthetics? Must be terrible to have one die in your chair after you have given him some. Dentist—Yes, it is; but we have adopted a rule where anaesthetics are given, to get the patient to pay in advance.

## ASSOCIATION NOTES.

## Michigan Association in Annual Meet.

The fifteenth annual meeting of the Michigan Pharmaceutical Association was held in the Island City Club rooms at Grand Ledge, August 4th and 5th, and it was in many respects the most pleasant meet of the series. The meeting was called to order at 2.30 Wednesday, the 4th, by President I. F. Phillips, and a speech of welcome was made by A. B. Schumacher, in behalf of Mayor Doherty, and although the honor came upon him unexpectedly, he gave an address that was roundly applauded by the members. A pleasant response was made by H. I. Brown, of Grand Ledge. The President then read his annual address, which was full of good suggestions. A ball was held in the evening, and was one of the most interesting features of the whole affair. On Thursday a game of baseball was played between the retail druggists and traveling men, in which the druggists won by a score of 15 to 11. Other athletic sports were indulged in during the afternoon. The following officers were elected for the ensuing year: President, A. H. Webber, of Cadillac; vice-presidents, John J. Sourwine, of Escanaba; George Cutler, of Ionia; C. N. Anderson and Charles E. Mann, of Detroit; secretary, Charles Mann, of Detroit; treasurer, G. R. Maier; executive committee, H. G. Coleman, of Kalamazoo; Prof. A. B. Stevens, of Ann Arbor; A. B. Schumacher, of Grand Ledge; F. W. R. Perry, of Detroit. It was decided that the next meeting will be held at Port Huron, beginning the Tuesday after the first Monday in August.

## Wisconsin Association Meets.

The Wisconsin State Pharmaceutical Association, at the annual meeting held at Green Bay during the week of August 14th, decided on Waupaca for the meeting next year, and elected the following officers: President, Charles Pfeifer, of Plymouth; Vice-Presidents, L. H. Krersin, of Milwaukee; C. M. Allen, of Marshfield; Secretary, E. B. Heimstreet, of Janesville; Treasurer, W. B. Clarke, of Milton; Local Secretary, W. J. Hocking, of Waupaca. The names of H. G. Thompson, of Menasha; H. Ruensel, of Milwaukee, and J. Hammel, of Medford, were decided upon by the convention as the list from which Gov. Scofield is to name a successor to Schrank, of Milwaukee, on the State Board of Pharmacy.

## Outing of the Alumni Association of the N. Y. College of Pharmacy.

## Preparing for a Great Rally on September 8.

Arthur C. Searles, the president of the Alumni Association of the New York College of Pharmacy, has issued the following announcement of the annual outing:

## New York College of Pharmacy Alumni.

NEW YORK, August 16, 1897.

You and your friends (especially the ladies) are cordially invited to attend the Annual Outing and Moonlight Excursion of this Association, to be held Wednesday, September 8, 1897 (rain or shine), to Point View Island, on Long Island Sound. Steamers will leave foot of South Fifth

street, Brooklyn, at 1.15 p. m., and foot of East Thirty-first street, New York, at 1.30 p. m., sharp. Excursion tickets, 75 cents each, can be obtained from any member of the committee, at the college, or at the docks the day of the outing.

Point View Island is beautifully located on Long Island Sound, a few miles from the city, and is one of the most delightful places in or around New York for holding an outing. Among the attractions of the place are bathing, boating, fishing, bowling alleys, ball grounds, shooting galleries, etc. Cool shady walks and picturesque summer houses that rest and refresh both mind and body, while the dinners served by Mr. Witzel are "par excellence."

"We may live without poetry, music or art,  
We may live without conscience, and live without heart,  
We may live without friends, we may live without books,  
But civilized men cannot live without cooks."

—Owen Meredith.

A special feature and novelty of this year's outing will be the pleasant sail to and from Point View Island, passing all the points of interest on the East River, the public institutions of New York city, the famous islands of the lower Sound, Flushing Bay, with its pleasure resorts, etc., also the moonlight sail up the Sound in the evening. A special steamboat has been chartered, and music engaged for the occasion (this is something entirely new in the annals of the Alumni Association).

The committee has spared no labor or expense to make this the most enjoyable outing ever held by the Association. The date selected is after the excessive heat and depression of the summer are over, when one needs and can enjoy a day's recreation without that fatigue that always accompanies a day's pleasure in mid-summer.

It is especially urged that all members who can will attend and help make the outing a grand success, also that application for tickets be made at once, in order that the committee may know about how many to provide for.

A very short business meeting will be held for the election of new members.

Dinner will be served between 5 and 6 o'clock. Outing Committee—Alfred Stover, chairman, 150 Pulaaki street, Brooklyn; Nelson S. Kirk, secretary, 450 Third avenue, New York; C. S. Erb, 121 Amsterdam avenue, New York; Rudolph Gies, 115 West Sixty-eighth street, New York; Thos. M. Davies, 543 Third avenue, New York; Geo. E. Manville, 115 West Sixty-eighth street, New York; F. S. Koch, 847 Amsterdam avenue, New York.

## Pill and Powder Boxes May Be Cheaper.

The introduction of labor-saving machinery in the manufacture of druggists' pill and powder boxes has resulted in a considerable saving to the manufacturers, which will, we are assured, bring about a corresponding reduction in the prices usually paid by the trade. F. Huhn, the well-known druggists' label and boxmaker, of 72 Pine street, has, it is said, secured the entire output of boxes made by the new machinery, and, notwithstanding the higher cost of the fancy imported papers, owing to the increased tariff duties, he expects, when a supply of the new boxes has been laid in, to be able to quote 10 to 15 per cent below the present range. Instead of making the box in two pieces, as was necessary by the old process, the lid and box are cut at one operation, and the difference between boxes made by the old process as compared with the new can be seen on the most casual inspection. The lid of the new box is adjusted to a nicety, making a close-fitting lid, whereas the old style lid, as every druggist knows, was forever rattling off, owing to the inequalities of the surface. While the majority of the box manufacturers have notified their customers that prices will be raised soon, F. Huhn makes the statement that his prices for the improved boxes, instead of being advanced, will be lowered 10 or 15 per cent below the present quotations by the new economy in workmanship; all of which should be good news to the buyers of druggists' pill and powder boxes.

## Business Maxims

## Contributed by Successful Hardware Merchants to the "Iron Age."

Each of these groups of maxims is contributed by a merchant as embodying the results of his observation and experience.

I.

Be honest.  
Be prompt.  
Be courteous.  
Make your store as attractive as possible.

Discount all your bills, even if you borrow money at your bank to do it.  
Stick to your own business methods regardless of your competitors.

Get rid of your old stock at regular intervals even if you are obliged to sacrifice on it.

Stick to your own line of business and don't speculate.

Advertise judiciously and persistently.  
Read the best trade paper in your line of business.

II.

A wise man never indorses for another.  
Level heads make good their word.

Goods lent seldom return—careful men charge them to the borrower.

Customers appreciate quick and polite attendance.

Constant watching and personal supervision make a merchant's business to grow and prosper.

A man's good credit ever stands him well in need.

The days of the lien law fly by on the swift wings of Time.—Best keep a sharp eye on all dubious contracts.

The space occupied by goods of slow sale is better than their company. They are well to be disposed of at once, even at a loss.

A lazy man never putteth back the goods in place; but prosperity abides upon a tidy shelf.

A sharp rustler watcheth well the lumber yards, in view of houses being built and hardware to be sold.

The wary merchant taketh copy of all orders given, or the cunning drummer loadeth up at higher price.

III.

Your first ambition should be the obtaining of knowledge pertaining to your business.

During business hours attend to nothing but business.

Be prompt in responding to all communications and never suffer a letter to remain without an answer.

Never fail to meet a business engagement, however irksome it may seem at the time.

Never run down your competitor's and praise your own. It is a mark of low breeding and will gain you nothing.

It never pays to misrepresent the goods you are selling.

Goods well bought are half sold.

Goods in the store are better than bad debts.

Keep accurate accounts and know the exact condition of your affairs.

Write a good, plain, legible hand.

Never sign a paper without first reading it carefully.

It is a mistake to think that capital alone is necessary to success. If a man has head and hands suited to his business they will soon procure him capital.

In all differences with customers, make concessions to your own financial loss rather than suffer his displeasure, to the hurt of your future business interests.

## A CARD FROM W. VIRGINIA BOARD.

To the Editor.

Sir: We notice that you give the constitution of the West Virginia Board of Pharmacy in your last issue, but with errors.

Governor Atkinson did appoint a new board, but has since discovered that the old board is the legal board, as none of the terms of the members had expired, and he has rescinded the appointment of all of them except W. W. Windsor, in the First District, who takes the place of A. T. Young, of Wheeling, whose term had expired. You will please notice the names as given at the head of this sheet and make the correction accordingly.

J. WM. BROWN,  
President West Virginia Board of Pharmacy.  
Charlestown, W. Va., August 22, 1897.

[The board as now constituted consists, according to President Brown, of the following members: J. Wm. Brown, Charlestown; W. N. White, Bluefield; H. F. Post, Jackson C. H., and W. W. Windsor, Wellsburg.—Ed. AMERICAN DRUGGIST.]

## TWO CONNECTICUT WHOLESALE HOUSES.

The Hartford, Conn., *Post* has an interesting article in a recent issue on the two drug jobbing houses of Hartford. Referring to the firm of T. Sisson & Co., the *Post* says:

"This firm is the direct descendant of the founder, D. P. Hopkins, who began business in the early part of the last century. Subsequently the firm of Lee, Hopkins & Butler was formed, and they established themselves just north of the old stone bridge on Main street, removing to the present location in 1836. For over thirty years the firm remained as it was in 1822, but in 1855 it became Lee, Butler & Co., three years later Lee, Sisson & Co., in 1865 Sisson & Butler, and in 1880 T. Sisson & Co. This establishment is eligibly located and has been a landmark on the business thoroughfare of the city for over a half a century. \* \* \* Thomas Sisson, the senior member of the firm, is a native of West Hartford. He has been connected with the house as clerk and proprietor for about fifty-five years, learning the drug business with it. Entering this establishment when but a boy, he has won his way to being the head of one of the largest drug houses in the State, and is a genuine type of the self-made man, noted alike for his financial success and deeds of charity and benevolence. Mr. Chandler, the next member of the firm, was born in Vermont, and has been a partner in the business since 1881. Mr. Chapin, the junior member, was educated in this city, and has been connected with the house for about thirty years, being admitted as a member of the firm in 1880. He is a special student in astronomy and a writer on scientific subjects of considerable repute."

The firm of Talcott, Frisbie & Co. was founded in 1851, and has played an important part in Hartford's commerce. The growth and development of the business

is only commensurate with the zeal and ability displayed in its management.

Since the business was founded, forty-six years ago, by Seth Talcott, deceased, continues the *Post*, several changes have taken place in the management and firm name, which were caused by death of early members. The firm is now composed of Edward C. Frisbie and Charles H. Talcott. Mr. Frisbie was admitted to the business in 1881, at which time the present firm name was adopted. Mr. Talcott, son of the founder of the house, was admitted as a partner in 1896. He is a native of Hartford, having been born in 1870. He is a graduate of Trinity College, and immediately after leaving college, which was in 1891, he entered the employ of the firm, of which he is now a member. He is thoroughly conversant with the details of the business; is a bright, active and energetic young business man, and one who is very popular with all who know him. Edward C. Frisbie, the senior member of the firm, has for many years managed the business with commendable enterprise, energy and judgment. He is one of the most experienced druggists in the profession, whose judgment has been often sought in matters pertaining to the business. He has been prominently long identified with the National Wholesale Druggists' Association. Mr. Frisbie stands prominently in the front rank of Hartford's most successful business men. He takes an active interest in all matters pertaining to the welfare of the city, and is a liberal contributor for general good. Possessing a pleasant and courteous disposition, Mr. Frisbie never fails to make friends with all with whom he may be brought in contact.

## The Country Editor's Side.\*

### Another Phase of Substitution.

OFFICE OF  
"THE SULLIVAN REVIEW."  
Largest Circulation in the County.  
FRED NEWELL, Editor and Proprietor.

DUSHORE, Pa., May 14, 1897.

### Editor of Printers' Ink:

I want to say a word in regard to this substitution business. Undoubtedly it is wrong for druggists and others to tell prospective customers that Jones' Sarsaparilla is "just as good" as Brown's. He should say: "It isn't any worse." But what I wanted to speak about particularly was the obligation of the editor, particularly the country editor, to attack the substitutor. We will suppose that Mr. Pillslinger keeps a drug store and runs a half-column advertisement (10½ inches) in the *Weekly Bugle*, paying therefor \$50 a year. He also gets from \$10 to \$25 worth of job printing a year, pays a dollar a year for his own paper and sends two copies to friends in the West. That makes his yearly patronage foot up to \$78. Now, the advertising department of Jones' Sarsaparilla Co. run a five-inch electro in the *Bugle*, accompanied with two locals, to be mixed with pure reading matter. The electro has to appear at the top of column, next to and entirely alongside of pure reading matter on the local page. There is a string of conditions a yard

\* From *Printers' Ink*.

long attached to the contract, the violation of any one of which means a fine that will have to be made up in increased insertions of the electro and reading notices. A copy of the *Bugle* is sent to the New York office of the company, and another to the town where the sarsaparilla is made. We will not mention the price to which the editor of the *Bugle* has been screwed down in accepting that contract. It is so low that he swears every time he thinks of it.

At the end of the year he sends in his bill, and after about six weeks receives a printed blank filled in to indicate that the issues of the *Bugle* dated February 5th, March 19th and 26th, May 21st, July 8th, October 8th and December 3d have failed to reach the office of the advertising department of Jones' Sarsaparilla. The files are overhauled, the missing papers sent and the poor man awaits his check. After waiting only three weeks he receives a notice that the electro was inserted wrongly 15 times during the year. It is a lie, but he knows he can't get his money until he makes good the many insertions. Altogether it takes an average of 18 months to carry out the year's contract for the Jones Sarsaparilla Company. Then he gets the check, accompanied by a proposition for renewal at a reduced rate and a column and a half article on the substitution subject, which the sarsaparilla people would esteem a great favor if he would insert in his editorial columns. Is it any wonder that he throws the whole envelope of trash into the waste basket and goes through his whole list of swear words from Dam to Beersheba? The above is a true statement of facts in nine cases out of ten, and Mr. Pillslinger's patronage is worth more for six months than is that of the Jones Sarsaparilla Company for the eighteen months it takes to complete a yearly contract. Mr. Pillslinger may play it sharp with the sarsaparilla people, but he pays his bills like a little man with the local paper. The sarsaparilla folks want the earth with gravy on it when it comes to making a contract, and, as far as yours truly is concerned, he will stand by Pillslinger in preference to Jones' Sarsaparilla. Do you wonder at it? Yours truly,

FRED NEWELL.

## Death of Mr. Henry Lyman.

Henry Lyman, of Lyman, Sons & Co., wholesale druggists, Montreal, Can., died in that city July 19th. The deceased gentleman had been in poor health for some time, but no apprehensions existed of any immediate cause for alarm.

Born in Derby, Vt., on October 4, 1813, Mr. Lyman removed to Canada with his family at the age of 3 years, and received his education in Montreal and in the academy of Amherst, Mass. In 1829, at the age of 16, he joined the establishment of Hedge & Lyman, druggists, St. Paul street, the firm consisting of W. Hedge and W. Lyman. At the dissolution of that firm in 1836, the partnership of William Lyman & Co., of Montreal, was formed, in which he shortly afterwards became a partner. He continued as such in the firm as the name changed successively to Lyman, Savage & Co., Lyman, Clare & Co., Lyman, Sons & Co., as it is at present. In conjunction with the late Benjamin Lyman he established the firm of Lyman Bros. & Co., of Toronto.

### Pharmacy in Denmark.

An article by M. J. Arnesen in the *Chemist and Druggist* describes the methods of pharmaceutical training in Denmark. In Denmark pharmacies, or "Apotheks," he says, are either "real" or "personal," the difference being that real pharmacies may be bought or sold in the open market by pharmacists, whereas licenses for personal pharmacies are given by the State in turn to the oldest pharmacist on the register, provided he has or can get capital enough to start the business—from which it follows that hard cash very much decides who is to be the happy licensee.

Those who have not the patience to wait until they shall be qualified for a "personal" license, or the wherewithal to set up a "real" pharmacy, but are yet desirous of being their own masters, very often start "druggists'" shops, in which they may sell simples and certain other articles not expressly reserved to pharmacists, and some few obtain positions as chemists in breweries or chemical manufacturing.

The training of all pharmacists is the same, and commences with a preliminary examination embracing Latin, in lieu of which the university matriculation certificate is accepted. The apprenticeship is fixed by the pharmacy act at at least three years, though the majority serve three and a half to four years. As all pharmacies are professional in the full meaning of the word and no doctors are allowed to dispense, it follows that those three years are full of work and experience.

For the first year our intending pharmacist generally works at the counter under supervision of an assistant, and performs the usual work of putting up articles for sale—in most cases crude drugs, because patent medicines or secret remedies are forbidden by law. Some popular compounds of the Pharmacopoeia are, however, put up and sold to the public, such as tr. roborans, made from cort. cinchon., cort. aurantii, and rad. gent. This is sold all over the country, also the official tooth-powders, pulv. rhei co., etc., all according to the local demand. No counter-prescribing is allowed. But besides this the apprentice is mostly employed to see that the pharmacy is clean and well provided with bottles, boxes, etc., in the retail and dispensing department, and in giving the dispenser a hand in capping, labeling, and packing up prescriptions and medicines. As the time is from 8 a. m. to 9 p. m. in winter and from 7 a. m. to 10 p. m. in summer, he is generally allowed a half-day off in the week and every second Sunday as holiday. This, however, is a personal favor, and cannot be demanded legally. After 7 p. m., with the exception of counter sales, the apprentice's "spare time," and such energy as remains to a youth who has done from twelve to fifteen hours' shop-work, is devoted to study.

The second year our young man is admitted to the laboratory and taught how to prepare all galenicals, as decoctions and infusions, which are always extempore, making extracts, macerating tinctures, making ointments, plasters, etc. He must also fill the tincture-bottles, jars, etc., set aside the night before from the stock. Every pharmacy is obliged to have a fully-equipped laboratory with distillation apparatus, steam-pans, percolators, etc., and in most cases the apprentice

has to keep a record of the preparations made, the manner in which they are prepared, and the result obtained.

The remaining time the apprentice spends in the dispensing department making mixtures, lotions, gargles, pills, lozenges, etc., all, of course, under the eye of a trusted assistant or of the principal himself. The metric system is used, and all ingredients are weighed, whether liquids or solids. Small quantities of ointments are made with mortar and pestle.

After having finished his practical training the apprentice, as a rule, goes through a short course of theoretical study, and then enters for the minor examination, which only gives him right to act as assistant. This examination is held only at Copenhagen.

Having successfully got through this ordeal, he in most cases takes a position as assistant, partly to become further acquainted with his work through practical experience, and partly perhaps to earn some money wherewith to pay for his teaching for the major examination. The preparation for this, as a rule, takes three sessions of six months each, though a smart man may get through in two, which is allowed. In most cases botany, the Pharmacopoeia, and pharmacognosy are taken after two sessions, and the third is devoted to practical and theoretical chemistry in its various branches.

If the young pharmacist has acquired his major, and has sufficient cash, he may be able to secure a "real" apothek; but in most cases he serves a further term as assistant, and possibly remains in that position, patiently waiting for his turn to get a "personal" license until he stands on the brink of the grave.

As far as the social position is concerned, the Danish pharmacist ranks as the equal of medical men, lawyers, and other professional men, and in many cases he takes an active part in public affairs.

### How Druggists May Increase Their Income.\*

BY FRANK EDEL,  
Des Moines, Ia.

#### Natural Salicylic Acid.

Some months ago I was asked by a prominent pharmacist whether it would be profitable for a pharmacist to prepare his own salicylic acid from oil of sweet-birch, or oil of wintergreen, saying that the different manufacturers charged such prices for their products that they were entirely out of proportion with the regular price of a prime quality of the oil. Never having given the matter much attention I set to work to investigate and found that prime oil of sweet-birch could be bought for \$1.30 per pound, and that at this rate there seemed to be no reason why the pharmacist should not be able to make what salicylic acid he might want and save more than 100 per cent by so doing.

It is an easy matter to prepare the acid from the oil. The process I use is to add a known excess of solution of caustic soda (the solution should be concentrated) to the oil in a porcelain evaporating dish, and after stirring thoroughly, raise nearly to the boiling point, and maintain this temperature for five minutes; then add more water and boil a few

minutes; then allow to cool and add hydrochloric acid in excess; allow to stand a few minutes after thoroughly stirring; then transfer to a filter free from iron and wash with water until free from sodium chlorid, and finally dry without heat. This process yields an unexceptional product, equal in every respect to the salicylic acid of manufacturing chemists.

It is maintained by many very observant physicians that the natural acid is in every way superior to the synthetical product as a medicinal agent. This being so, and in view of the abundant evidence at hand we are bound to accept, it is best that only the natural product should be used in medicine.

But it is objected that it is not possible to obtain oil of known natural origin in the market. While I am aware of the fact that a very large part of the oil of wintergreen sold is of synthetic origin, there need be no trouble experienced in obtaining oil of undoubted natural origin, and there is no trouble in making the acid from this. This is only one of the many articles where the pharmacist can largely increase his profits by making them himself.

#### Photographic Supplies.

In almost every city of any size there are quite a number of amateur photographers and their number is constantly growing. This trade the pharmacist can make a source of some profit in the sale of ready-made developers and photographic chemicals. In some places the pharmacist can make photographic supplies a profitable side line, but I think he should carefully canvass the ground before venturing into this field. It might be taken for granted that he can sell some of these goods, but can he sell enough to make it profitable and pay him for his investment? But if the pharmacist lets it be known that he puts up an excellent developer he can easily secure sale for it, and this, too, at good profits and at no considerable expense to himself. Among developing agents I have found hydroquinone the best suited for making one-solution developers. These, if kept tightly corked, keep indefinitely and, beside, are easily and cheaply made. This developer is very popular, is easily handled, gives a considerable range of exposure, yields negatives of good density, and is a favorite where once used. I have found the following formula to yield an excellent preparation that keeps nicely and gives excellent satisfaction wherever used:

#### Par Excellence Developer.

Hydroquinone.....	1-10 dra. to	2 dra.
Sodium sulphite, cryst.....		3 ozs.
Potassium carbonate.....	1-10 oza. to	2 ozs.
Potassium bromide.....		3 grs.
Water, enough to make.....		32 fl. oza.

Add the potassium bromide to the solution of the hydroquinone and potassium carbonate, then filter. Put up in bottles and seal.

This developer can be used over and over again as long as it will work; however, the developer once used should be put in a different container and used only on plates that have been fully or slightly over-exposed. To restrain its action in cases of over-exposure dilute with water. This solution has a kind of tanning action on the gelatin and thus effectively prevents frilling. This, if put up in 8-ounce bottles and labeled neatly, can easily be sold for 25 cents a bottle, while costing less than 6 cents to put up.

\* *Western Druggist.*



While I would highly recommend this formula, I would also recommend another, using dry pyrogallic acid and a solution containing the other chemicals. The pyro can be put up in 5-grain powders or made into two and a half grain tablets, and used as directed. This developer is the one I use in my own work; it does not stain the hands where ordinary care is used, and the pyro being always fresh is much to be preferred to a two-solution developer where but a limited amount of work is done. Of course, where work is being done steadily, necessitating the constant use of a developer, the two-solution developers are to be preferred. The formula reads as follows:

Sodium sulphite..... 4 ozs.  
Sodium carbonate..... 2 ozs.  
Potassium ferrocyanide..... 2 ozs.  
Water, enough to make..... 64 fl. ozs.

To each two ounces of the solution use five grains of pyro. This is enough for a 4x5 or 5x7 plate. Use potassium bromide as a restrainer or dilute with water.

Either of the above developers are easily and cheaply made and will not only yield large profits on their sale, but they will give satisfaction and recommend themselves where once used.

The aim of the pharmacist should be to regain the trade on flavoring extracts and spices that once belonged to druggists, but which of late years has gone to the grocers. The pharmacist has it in his power to do this, for making the flavorings himself, he is in position to meet any kind of competition and to furnish better goods for the money. By giving out a few samples among the best trade he can easily demonstrate the superior quality of his goods. Not only is this so, but I believe that he can do a good business with baking powders of his own make. These goods are easily made and yield good profits, and their sale belongs legitimately to the pharmacist.

### The Position of Citric and Tartaric Acids in the English Market.\*

After a long period of depression citric acid began, last week, to show some signs of improvement. Tartaric acid, which may, in a sense, be called the sister article to the first-named, has been in fairly brisk demand for some considerable time past, but neither has as yet moved upward to any considerable extent. Not so very many years ago the difference between the highest and lowest market price of the acids in the course of a single twelvemonth represented a larger figure than the entire present cost of either drug. Those were days in which it was worth while to try an occasional speculation, and when the middleman could make a fair margin of profit. But at the present time the price has fallen so low, and competition has become so keen, that a bare commission percentage or brokerage is looked upon as the nominal rate of profit for handling the articles.

#### Low Prices for Lemon Juice.

For some time past the manufacture of citric acid must have been a much more profitable branch of industry than that of tartaric. In the first place, there is much less competition in the former than in the last-named commodity. In the second, although the selling-price of citric acid is extremely low at present,

the raw material has declined proportionately still more than the manufactured article. Concentrated lemon-juice has never been lower in price than during the season which has recently closed. We believe that business was done within the past two or three months at £11 2s. 6d. per pipe, f.o.b. Messina. And even now £12 5s., f.o.b., is considered an acceptable quotation. That price is based on a yield of 64 oz. of citric acid per gallon. A pipe of 130 Old English, or 108 Imperial, gallons therefore represents 520 lbs. of citric acid, costing the manufacturer, inclusive of freight, about 5½d. per lb. in the crude state. At a selling-price of 1s. 1½d. per lb. for the B.P. article there is consequently a fair margin for working expenses and manufacturing profit. It is the middleman whose gains have been curtailed, not the least because the makers take good care to prevent the market from being swamped by second-hand supplies. It is true that we are constantly being informed that the poor Italian lemon-grower has been squeezed almost as dry as his own exhausted fruit; that he is at last cutting down his lemon trees in real earnest, in despair at the low rates of the eating fruit, the juice, and the essential oil, and is turning to the Government to assist him in growing tobacco, or some other crop, from which he may make a fair living; but in reality there seems to be hardly a limit to the extent to which that worthy agriculturist can be depressed. \* \* \*

Within the last three years the conversion of the juice of the fresh lemons into citrate of lime instead of concentrated lemon-juice has acquired a certain measure of popularity with the Sicilian shippers. Citrate of lime is chiefly exported from Palermo. We understand that the principal English citric-acid makers have had a portion of their raw material sent to them for many years in the form of citrate of lime, but they naturally treated that fact as a sort of business secret. The chief advantage of importing crude citric acid in this form is that citrate of lime, being a solid, does not lose by leakage, which often causes considerable loss in concentrated lemon juice. When juice costs from £50 to £60 per pipe (as it did between 1872 and 1875), the loss incurred by leakage was a still more serious matter than it is now, but even to-day the risk is sufficiently large to be worth avoiding, although the conversion of the fresh juice into citrate of lime is not without its disadvantages. One of these is that the citrate is very liable to decompose, while the juice can be kept good for years.

#### The Excessive Lemon Crop.

The present over-production of lemons in Sicily is no doubt chiefly the result of the reckless manner in which new plantations were laid down in the days when the products of the tree realized high prices. At that time citric acid was much more largely used for industrial purposes—especially in the dyeing of woollen, silk and cotton goods—than it is now. In these industries changes of fashion, and the introduction of improved dyes, have diminished the demand for the acid. On the other hand, its consumption in the manufacture of mineral waters (although it has here a formidable competitor in tartaric acid) and of effervescent salines has extended enormously, and is still growing. At the same time the English citric-acid makers, who in the seventies supplied almost all the world, have seen many foreign markets

almost closed to them. There are now several citric-acid makers on the Continent and in the United States. This year America has taken fair quantities of English citric acid, but that is an exception nowadays. The colonies and Russia are still excellent customers; and Germany buys about 75 tons a year in this country. The highest citric acid price known (4s. 9d. per lb.) was paid in 1873. Ever since that time, however, the price of the drug has been steadily declining, although it was not until 1879 that the average value fell below 2s. per lb.—a price which would now be considered a godsend by the makers, and which the drug may not reach again for many years to come.

It is curious to note that the West Indian concentrated lime-juice, which occasionally comes into this market, and might become a formidable competitor of the Italian article, has never found much favor with our citric-acid makers. The West Indians, presumably to save freight, have a habit of concentrating their lime-juice to nearly twice the strength of the Italian article. Consignments have been known to test 120 oz. of citric acid per gallon. The W. I. juice appears to be much less workable than the Sicilian, and therefore realizes comparatively lower rates. Were it otherwise, a steady, if not very lucrative, trade might be gained for our own colonies.

So far as tartaric acid is concerned the manufacturers have but little reason for elation. The price of this article is not, indeed, quite so low now as it has been; in 1894 sales were made at 10½d. per lb., and at present the makers' quotations are 1s. 1½d. per lb., but the raw material leaves a smaller margin of profit than in the case of citric acid, and competition is very much keener. There is, we believe, only a single tartaric-acid maker in England, but in Germany, France, Spain, and Italy manufacturers have within the past few years sprung up like mushrooms, and, in spite of a more or less waterlogged "convention," competition has grown so keen that some of the smaller works have had to cease operations. The tartaric-acid industry affords a curious instance of the inability of Germany to hold her own in an industry not protected by Customs duties. Both citric and tartaric acids are on the free list in Germany. The former she mostly buys in England, and in the last-named France and Italy are beginning to compete in the German home market, besides having supplanted German makers in such neutral markets as Switzerland and the Levant. The difficulty which the German tartaric-acid industry has in keeping its own is well shown in the subjoined statistics, which are taken from official records, but have not, so far as we are aware, been published before:

	German Production.	German Exports.	Of which to U. K.	German Imports from France, Italy, etc.
	Tons.	Tons.	Tons.	Tons.
1893.....	1,176	731	58.3	
1894.....	1,427	1,162	730	31.5
1895.....	1,523	1,146	732	51.5
1896.....	1,265	1,098	724	72.8

It will be seen that while the output of German tartaric acid is decreasing, the

\* *Chemist and Druggist.*

importation of foreign tartaric acid into Germany is increasing rapidly.

#### The Advance in 1895.

After the very low tartaric-acid prices of 1894, a considerable rise took place in the spring of 1895, as a result of the unfavorable vintage prospects, and the advance then established has been maintained without much trouble. At present the mineral-water season is just opening, and there appears to be a sort of expectation that a sudden demand may set in which will drive prices upward. It seems to be taken for granted that the German works, who are the principal competitors of the English makers, are not in a position to supply their usual capacity this summer, and it is said that there is comparatively little stock in second hand. That may be so; but, as in the case of citric acid, we can see little prospect that the advance, if it comes, will be able to maintain itself long much above the present quotations.

Formerly tartaric acid, like citric, was very largely used in the textile industries. But the consumption of the acid in cotton-printing and Turkey-red dyeing appears to have fallen off a good deal. On the other hand, its employment in mineral-water manufacture has grown very much, and the requirements for baking-powder making especially in the United States, are much in excess of what they were a few years ago. There is a certain correspondence in the price fluctuations of citric and tartaric acids, and the difference in the selling quotations of the two shows a tendency to grow smaller and smaller. Up to the year 1877 citric acid was seldom less than twice as high in price as tartaric. In 1873, when citric reached 4s. 9d. per lb., tartaric acid sold at about 1s. 7d. per lb. But latterly there has only been a price difference of from 3 to 5 per cent between the two articles.

#### Antiquity of Soap.

Soap has been in use for 3,000 years, and is twice mentioned in the Bible. A few years ago a soap-boiler's shop was discovered in Pompeii, having been buried beneath the terrible rain of ashes that fell upon that city 79 A. D. The soap found in the shop had not lost all its efficacy, although it had been buried 1,800 years.—*Science News*.

#### Rubber Goods and Iniquity.

A Danish missionary has been making some startling revelations concerning the rubber trade of the Upper Congo. He says that the white man wants India rubber, and is in a hurry to be rich, and to terrify the black into rendering the utmost possible amount of labor, the rubber gatherers whose quantity falls below a certain weight are either shot or deprived of their hands. Rows of hands stuck on trees, or heaps of them forwarded in baskets to European officers, or to native sergeants under their command, serve as an object lesson to all. Rubber gathering is a slow and difficult task, and whole villages are depopulated in order that their inhabitants, men, women and children, may be sent on the search. Companies of black troops, organized by white officers, impress the villagers into this new species of slavery, and the reverend gentleman declares he has seen forty-five villages burnt down and two abandoned through the rubber trouble. If these statements are reliable, the amount of iniquity represented by a stock of rubber goods must be alarming.

#### The Man Who Advertises Pabst.

Joseph R. Kathrens is the successor of A. Cressy Morrison in the publicity department of the Pabst Brewing Company, of Milwaukee. Mr. Kathrens' views on the subject of advertising to the retail druggist are said to be modern in the best sense. He has been connected with the advertising department of the Pabst Brewing Company for several years and is thoroughly familiar with everything pertaining to his profession.

He began his career in the office of the *Atchison Globe* and mastered the printing trade. As owner and manager of the *Daily Times* in Sioux City, Ia., Mr. Kathrens made for himself considerable of a reputation. He was closely connected with all the famous corn palaces at Sioux City, and the last one, that of 1891, was his master stroke, as he devoted his entire time to its construction and management. It is said of this corn palace that it was the most magnificent creation ever conceived for exhibition purposes. During the World's Fair, Mr. Kathrens represented the Government in the Department of Agriculture and was selected to go to Washington at the close of the fair to wind up the Government appropriation for awards, under the di-



JOSEPH R. KATHRENS.

rection of John Boyd Thacher, of New York.

Since Mr. Kathrens' connection with the Pabst Brewing Company he has taken much interest in the solution of the cut-price evil, and the retail druggists of the country are quite familiar with his efforts to bring about some plan which might restore to the retail druggists living prices upon articles of known value. The company which Mr. Kathrens represents has been very liberal in making appropriations for the purpose of investigating and carrying out his ideas on the subject. The advertising department of the Pabst Brewing Company spends annually for advertising more than \$1,000 per day, and it is certainly a very high recommendation of worth that a young man, scarcely more than 30 years of age, is selected to direct the expenditure of this very large amount of money.

#### He Had Hopes.

Henpeck—Is this the office of "Quigley's Quick Cure?" Patent Medicine Man—Yes. "Gimme six bottles for my wife." "Tried all other remedies without success, eh?" "No, she isn't sick at all; but I saw in your advertisement where a woman wrote after taking six bottles, 'I am a different woman,' and I have hopes."—*Tit-Bits*.

#### Note on the Word Asafetida.\*

By JOHN ATTFIELD, F. R. S.

Twice within the past fifteen years the writer has been called upon, in circumstances involving responsibility, to decide as to the orthography of the word "asafetida." Not himself a philologist, he has on each occasion sought the aid of authorities, with the following results.

In 1883 the word was found to be spelt "assafoetida" and "asafoetida," that is, with one "s" and with two, in leading books on pharmacy in Great Britain; the spelling of the latter part of the word scarcely being questioned at that time in this country. Lescher, *Pharmaceutical Journal*, June, 1868, drew attention to Deniau's monograph on "assafoetida," in which 600 authors had been consulted, and gave his own conclusions as to the etymology of the word, but did not touch its orthography. Miller, *American Journal of Pharmacy*, March, 1875—reprinted in *Pharmaceutical Journal*, March 13, 1875—very fully discussed the orthography of the first portion of the word, the employment of one "s" being strongly favored. He noticed the use of the word "asa" in "Pharmacographia," then recently published, and referred to Flückiger's treatment of "asa" in the "Pharmakognosie des Pflanzenreiches," Berlin, 1867. Spelt "assafoetida," in Latin and in English, in the British Pharmacopoeia, 1867, it appears as "asafoetida," in Latin and in English, in the British Pharmacopoeia, 1885. From that date onward the spelling with one "s" has been adopted generally.

To turn now to the latter part of the word. In the Pharmacopoeia of the United States of America, "assafoetida" in Latin and "assafetida" in English appear in the 1860 and 1870 editions, "asafoetida" in Latin, "asafetida" in English in the 1880 and 1890 editions; that is to say, the diphthong "oe" was in that Pharmacopoeia long ago displaced by the vowel "e" in the English word.

This continued publication in America of "asafetida" as the English equivalent of the Latin "asafoetida" raised the question in the writer's mind as to whether or not it would be desirable for Britain now to adopt the same spelling. A reference to the "Oxford New English Dictionary" naturally followed, the parts already published including the first letters of the alphabet. There the following sentence was found: "Fetid. (ad. L., 'fetid-us' (often incorrectly written 'foetidus'), f., 'fetere,' to have an offensive smell)." This seemed not only to decide that the vowel "e" should displace the diphthong "oe" in the English spelling of the word "asafetida," but at once to raise and decide the greater question of the orthography of the Latin word, which apparently could no longer be "assafoetida," but "asafetida"; in short, that the "oe" was wrong and "e" right, both in the Latin and English words. Indeed, the only doubt was one arising out of the spelling of the initial word in the dictionary, just mentioned, namely, "asafetida," here the diphthong being still retained.

A letter to one of the contributors to the dictionary, the Right Hon. Friedrich Max Muller, led first to an abortive attempt to find at the British Museum "a little book in which all these words are collected," "oe" and "e" variants, as

\*Read at the Glasgow meeting of the British Pharmaceutical Conference, August 9, 1897.

"coena" and "cena," a book in which, said this distinguished scholar, "you will find all the evidence in favor of 'fetida,' or 'foetida' I should spell 'fetida,'" and secondly, to an introduction to the editor of the dictionary, Dr. Murray, who to a letter replied as follows:

"During the middle ages, and down till very lately, much confusion prevailed in Latin MSS. and texts as to the diphthongs 'ae,' 'oe,' and the vowels 'e' 'e' in many Latin words. Since the application of comparative philology to throw light upon Latin, a good deal has been done to clear up the matter. Thus 'coelum,' 'coena,' which had been so long the accepted forms for 'heaven,' 'supper,' are now settled to be 'caelum,' 'cena.' In the case of the word you are dealing with, although all three spellings, 'fetidus,' 'faetidus,' 'foetidus,' occur in MSS. and texts, it seems to be concluded that 'fetidus' is the more correct spelling, which, of course, gives 'asa-fetida.' See Lewis and Short, 'Lat. Dict.,' 1880.

"I am sorry that we did not know this when I prepared the A part of our dictionary, and that consequently we retained the time-honored spelling 'asa-foetida.' We have adopted 'fetid,' as the form of the English adjective.

"I am sorry also that I do not know what the little book is in which the 'oe' and 'e' words are collected. I have never heard of it, but I must inquire about it and get it. Meanwhile I shall be glad to help you whenever I can. As you probably know, the Americans have begun to substitute 'e' for both 'ae' and 'oe,' even when these are etymologically correct, so that, for instance, all the 'haemato-' and 'haemo-' words are written 'hem-,' and all the 'rheas' 'rhea.' I think that this is not British practice. In scientific terms we like to keep the diphthongs when they are etymologically correct, though they generally 'go' in popular words, as 'celestial,' 'European,' 'Grecian.'

"But in this case the question is whether Latin had really 'oe,' and the conclusion of scholarship seems to be that it had not, but that the spelling with 'oe' is a mediaeval or renaissance mistake, probably after some false analogy.

"In Latin it is now known that 'oe' was a very rare diphthong, only occurring as an archaic spelling of 'u,' retained in some words, as *moenia*. Of course it was the regular Latinisation of Gr. 'oi,' and hence is common in Graeco-Latin words like 'diarrhoea,' with which pharmacy abounds." After this authoritative statement there can be little doubt that both in Latin and in English the word in question will be spelt "Asa-fetida." In exact quotations from the older authors their spelling of the word in question would probably be retained; but in such cases the context would prevent confusion.

### Too Late.

At the last examination for the Compounder's Certificate of the Apothecaries' Society, a candidate was asked the dose of *Acidum arseniosum*. "One to 12 grains, sir," he answered. The examiner breathed a little harder than usual, but said nothing. He proceeded with other questions for nearly half an hour, when the candidate said he wished to correct his dose of arsenic. "Too late, my friend," said the examiner, taking out his watch, "the patient has been dead fully ten minutes."

### Medicinal Petroleum.\*

By F. C. J. BIRD.

Petroleum in the form of paraffinum liquidum and paraffinum molle has lately acquired considerable prominence as a medicinal agent, and the object of the present note is to direct attention to an impurity, of frequent occurrence in commercial samples, which interferes with the keeping properties of those combinations in which petroleum is usually administered.

When certain samples of petroleum oil are emulsified—a pure hypophosphite being one of the accompanying ingredients—the emulsion is found to develop, after a time, a strong sulphuretted odor. This naturally suggests the presence of sulphur in some form, and in order to ascertain to what extent this impurity occurs in the petroleum products of commerce, an examination was made of a number of samples obtained from various sources.

The principal tests available for the detection of sulphur are the following:

1. The Combustion Test.—From 1 to 2 fluid ounces of oil are burned in an apparatus similar to that used in the estimation of sulphur in coal-gas. A lamp is substituted for the Bunsen burner, and to ensure perfect combustion, the end of the trumpet-tube should be closed by an asbestos disc pierced with a circular hole to admit the flame of the lamp. Lumps of carbonate of ammonium having been placed on the disc, the lamp is allowed to burn for seven or eight hours, the condensed products of combustion (including washings of the "tower") heated with excess of nitric acid, and the sulphur precipitated as sulphate with barium nitrate. Several samples were burned in this manner, results being obtained in each instance agreeing with those given by the reduction test mentioned later on.

2. The sample of oil is boiled for some time in a flask under an inverted condenser, with a fragment of metallic sodium. After cooling, water is added and the liquids separated. If the petroleum contains sulphur, sodium nitroprusside solution strikes a fine violet-blue color. This test is only effective with sulphur compounds which form sodium sulphide with metallic sodium.

3. On boiling with nitric acid, sulphur compounds are oxidized more or less completely, and may be precipitated as barium sulphate. This, however, is not a convenient method, for to ensure complete oxidation it is necessary to heat the oil for some time in a sealed tube with a large excess of nitric acid.

4. Oils containing sulphur compounds give a brown coloration when boiled for a few minutes with alcohol, to which a few drops of ammonia and a little nitrate of silver solution have been added. This test has not proved satisfactory in my hands, being somewhat erratic and wanting in delicacy.

5. No change in color is produced by sulphur-free oil when boiled with a solution of litharge in caustic soda. The test solution is made as follows: Caustic soda, 1½ dr.; distilled water to 10 fl. drs. Heat to boiling-point, and while boiling add litharge to saturation. Decant the clear liquid. It is by no means an easy matter to boil this solution with oil, for the mixture is liable to such excessive bumping that the contents are almost

certain to be projected bodily from the test-tube with explosive violence. Moreover, this test, although giving a black to brown color with much sulphur, is insensitive to fairly pure oils. I have been able to devise an improved test which is very sensitive, acts in the cold, and gives results agreeing closely with the indications of the reduction test. Place in a test-tube 1 fl. dr. of the white mineral oil to be examined, add ¼ dr. absolute alcohol, and shake well; then add 2 drops of the litharge solution, and shake again for a few seconds. The mixture quickly assumes a deep orange tint with very impure oils, and according to the amount of impurity present passes through all the gradations of orange and yellow up to white with pure oils. The full depth of color is attained in about a quarter of an hour. At present this test does not answer satisfactorily either with yellow oil or yellow petroleum jelly.

6. The reduction test with Zn and HCl is convenient, easily applied, and delicate. It only differs from the official test for sulphurous acid in the substitution of alcoholic HCl for the aqueous solution, the former being more satisfactory in every way. Reduction does not readily take place in dilute aqueous solution, whilst if stronger acid be used the action becomes violent and unmanageable. Petroleum oil or jelly 1 dr., absolute alcohol, ¼ dr., are shaken in a test-tube, and 15 Mm. pure HCl added, with a fragment of pure zinc. A strip of paper wetted with subacetate of lead is suspended in the upper part of the tube, spurring being prevented by a plug of cotton-wool. The presence of sulphur compounds is indicated by the paper turning brown or black. The hydrogen evolved in contact with pure oils has a pleasant ethereal odor, which the presence of a slight trace of sulphur modifies in a marked degree.

From the examination of a large number of samples the following conclusions are arrived at:

White petroleum oil having a sp. gr. of about 0.885 can be obtained more free from taste and odor than lighter oils, but it is evident from the above table that the bulk of the white oil found in commerce, much of which is sold as chemically pure, contains a greater or less proportion of sulphur compounds.

White petroleum jelly is frequently a mixture of cerasine and white oil, and partakes of the impurities of the latter. Very pale jellies which are true non-crystalline petroleum residues, generally contain sulphur, probably due to an analogous process of bleaching.

Yellow oils, although generally free from sulphur, are in many cases so tainted with a "paraffine" flavor as to be unfit for internal use.

The yellow petroleum jellies, as far as sulphur is concerned, are the purest, samples being now met with which are fairly pale in color, contain no sulphur and are both tasteless and odorless.

In the preparation of white petroleum oil, solar oil (which is a distillate having a sp. gr. of about .870) is stated to be redistilled, and after rejecting the strong-smelling lighter fractions, the remainder of the distillate is thoroughly dried and agitated successively with sulphuric acid and fuming sulphuric acid. This causes evolution of sulphurous acid and rise of temperature. The acid is separated, the last traces removed, with some of the products of its action by washing with caustic soda followed by water, and

\*Read at the Glasgow meeting of the British Pharmaceutical Conference, August 9, 1897.

purification completed by filtration through animal charcoal, or sometimes by redistillation. I have endeavored to ascertain, by inquiries made in various quarters, if this represents the process usually adopted, but my impression is that the details of the methods actually in use have not been made public. Some manufacturers say they do not employ sulphuric acid, yet their oils contain sulphur compounds. Another process of purification depends entirely on the use of animal charcoal. Petroleum is distilled in vacuo, and the selected fractions are filtered through granular animal charcoal in steam-jacketed filters.

Paraffinum Liquidum can be obtained either from Russian or American petroleum. There is every reason to believe that most of the commercial oil is derived from the former, as it lends itself more readily to the ordinary process of purification.

Russian petroleum consists chiefly of naphthenes, whilst the American variety is principally composed of hydrocarbons belonging to the methane series; the products of the two thus differ widely in composition. In the few instances in which the origin of the samples in the table could be traced with certainty, it was found that those derived from Russian oil contained sulphur compounds, whilst those oils originating in American petroleum were free. This suggests the possibility of the sulphur existing, either partially or entirely, in combination with the hydrocarbons as sulphonates. Crude petroleum contains on an average .5 per cent. of sulphur (sulphides of methyl, ethyl, propyl, and other alcohols). These come over with the lighter fractions, and it is quite certain that the sulphur in white petroleum oil is introduced during the process of bleaching.

If an oil gives but a pale brown tint when tested with Zn and alcoholic HCl, an excess of hypophosphorous acid will prevent for a long time the development of any sulphuretted odor. When emulsified with hypophosphites about 3 Mms. of hypophosphorous acid to the fluid ounce of oil is sufficient excess to preserve such a mixture for several months, but clearly, decomposition is best avoided by the use of a sulphur-free oil or jelly. Many oils are all that can be desired in point of color, freedom from taste, odor, and fluorescence, the sulphur compounds alone unfitting them for use in pharmacy, and although most manufacturers maintain that the removal of this impurity presents great practical difficulty, it is to be hoped that the efforts now being made at several works will result in the production of oils really meriting the designation, which they often so unworthily bear, of "chemically pure."

#### Discussion.

Professor Remington, of the Philadelphia College of Pharmacy, was present and discussed the paper. He said the first use of soft petroleum was due to Mr. Houghton, of Philadelphia, who introduced a preparation which he called "Cosmoline," because he thought it would have a world-wide reputation and use. Shortly afterwards the Chesebrough Company, of New York, produced what was known as vaseline. Mr. Houghton, unfortunately, died before his preparation came into universal use, but it made a great fortune for those who succeeded him. In preparing the U. S. P. for 1880, the committee were anxious to introduce this substance, but the two names he had

mentioned were trade-marks, and secret processes were used in their production. Fortunately, one of the committee, Mr. Shepperd, went into the oil district of Pennsylvania on a tour of inquiry, and there met with a man who was willing to go into the matter, with the result that in a short time petrolavin was produced at the rate of 3d. a pound, whereas the cosmoline, which was practically the same, sold for 50 cents the ounce. He was put on the right scent by finding that the manufacturers were buying up the residue which was left in the immense tanks in which the crude petroleum was stored. In the bottom of these tanks, particularly in cold weather, there accumulated a deposit of what was called "B. S. oil," which was a great nuisance to the petroleum makers. Mr. Shepperd found that by running this stuff through animal charcoal in a steam-jacketed percolator without any chemical treatment, he could produce an article identical with cosmoline or vaseline. It was introduced into the British Pharmacopoeia as the result of Mr. Shepperd's experiments, and since then it had been sold by pharmacists very largely in America, and he believed the boast that there was no chemistry in the process employed was well founded, for he did not think at the price at which it was sold it would pay to employ chemicals.

#### New Dryers.

The incessant progress in the knowledge of chemical stuffs and compounds has brought about changes and improvements in the manufacture of varnishes and paints, as well as in many other important branches of chemical industry. In one branch, especially, new products have been placed upon the market, of which a description is vainly sought in technical literature. It is the new class of drying agents and siccatives for oils, paints and varnishes which are obtained by combinations of lead and manganese, with resinous acid and linoleic acid. We will describe their manufacture below:

**Resinate of Lead.**—Melt 100 pounds of rosin in a suitable kettle and after it is entirely melted, add 12 pounds of litharge, gradually in small quantities, stirring constantly. Stirring is continued at a moderate heat until the lead is completely dissolved, when it is allowed to cool off. The mass resembles the crude rosin, but is of a darker color.

**Resinate of Manganese.**—This is produced in the same manner as resinate of lead, taking 5 to 6 pounds of manganese instead of litharge. Precipitated manganese gives better results than the natural black product.

**Resinate of lead-manganese** is obtained by treating 100 pounds of rosin, 6 pounds of litharge and 2 pounds of manganese, as directed above, under the head of "resinate of lead."

The above products, if they are carefully prepared and not too much litharge or manganese is added, are excellent dryers, which dissolve well in oil, without leaving any residuum. If sufficient care is not taken, or too much of the metallic substance is used, the final product is apt to contain manganese or litharge in a free state, which does not materially enhance the drying capacity, but renders the mixing with oils or pigments more difficult. Good resinsates should contain many soluble parts and none, or only very slight ones of lead or manganese.

Another method of producing the

above compounds is by means of precipitation:

**Resinate of Lead.**—Place 100 pounds of rosin with 160 pounds of water and 15 pounds of caustic soda (77 per cent) in a kettle and boil until the rosin is completely saponified and a clear solution of rosin soap has formed. Dissolve separately 100 pounds of acetate of lead in 420 pounds of boiling water, into which mixture the soap solution is poured, whereupon thick masses of resinate of lead are precipitated. These are filtered off, washed with hot water and dried.

**Resinate of manganese** of this description is obtained in the same manner, taking about 75 pounds of chloride of manganese instead of the acetate of lead.

Of importance is the use of hot solutions with this manufacturing process, also thorough washing and complete drying. If mistakes are made the siccatives are not readily soluble in oil or other materials, to which they are to be added.

**Linoleate of Lead.**—One hundred pounds of linseed oil are saponified by boiling with 15 pounds of caustic soda (77 per cent) and 150 to 225 pounds of water until a clear solution is obtained. If necessary, add more water from time to time, while the boiling is going on. When the solution is clear it is poured in another 60 pounds of acetate of lead in hot water. The linoleate precipitates, is filtered off, washed in hot water and dried. The product is frequently sold pulverized in this form, but often litharge is added thereto by melting. By substituting the same quantity of chloride of manganese for the acetate of lead, linoleate of manganese is obtained.

Both dryers are also used together by mixing in three parts of linoleate of lead, one part of linoleate of manganese, by melting or grinding.

These dryers, resinate and linoleate, are used in the following manner: Heat 45 litres of linseed oil at 350 deg. F.; add slowly 45 pounds of the siccativ, stirring constantly, and keep the whole hot until the latter is entirely dissolved. This siccativ solution is now ready to be mixed to oil, paint, or varnish in any quantity desired, which must be done at a temperature of 250 deg. F. The quantity of the dryer added varies according to whether quick or slow drying is desired, but as an average of 2 to 3 per cent resinate of lead-manganese, 1 to 1.5 per cent melted linoleate of manganese, 1.5 to 2 per cent precipitated linoleate of manganese, of the weight of the varnish, paint or oil may be taken. In the case of the corresponding lead compounds 1.5 to twice the quantities mentioned is used.

For clear varnishes resinate of manganese is productive of the best results, but resinate of lead-manganese also works well. For oil the linoleates are to be recommended.—*Farben Zeitung.*

#### The Oldest Tree in the World.

The *doyen* of the vegetable kingdom is said to be a species of *Taxodium* in Guatemala. The measurements of the special tree, which the inhabitants of the district claim to be the oldest tree existing, are the following: At 1½ metres from the ground its diameter is 12 metres. Its circumference is, including sinuosities, 44 metres. Its height is 50 metres, and its branches extend 50 metres from the trunk. Its age is reckoned to be 2,000 years.

## TARIFF PROBLEMS CONSIDERED.

Tariff problems still continue to absorb the time and attention of the Treasury Department, and especially of the office of Assistant Secretary Howell and the Customs Division, says the Washington correspondent of the *Oil, Paint and Drug Reporter*. Secretary Gage has taken a stand that the Secretary of the Treasury has full power to rule upon all questions of dutiable classification, in spite of the views so vigorously expressed during the past week by General Appraiser Lunt. Mr. Lunt, in an interview in a New York daily paper, has declared that the Board of Appraisers was specially created for the purpose of rendering decisions as to dutiable classification, and that the Secretary has no such function or authority.

"This is the special province of the Board of Appraisers," said Mr. Lunt. "If its decision is unsatisfactory to the importer or to the Government the matter can be carried into the courts by either party, and so the Government as well as the importer was given the opportunity to appeal, and every question could be settled ultimately by the highest tribunal."

Secretary Gage does not discuss Mr. Lunt's opinion for publication, but it is quite likely that he will advise the Board of Appraisers officially of his opinion as to the scope and power of the authority of the Secretary of the Treasury.

### Rulings on Seeds.

The Collector of New York, acting upon a request submitted by Parke, Davis & Co., manufacturers of pharmaceutical preparations, of Detroit, Mich., transmitted by the Secretary of the Treasury, has made a ruling as to the proper duties to be levied upon a number of seeds, some of which are imported for propagating purposes, and others to be used in the compounding of medicines. The Collector reports that the appraising officer of the port has reviewed the item, and reports on them as follows:

"Colchicum Seed.—This is held to be a crude drug under paragraph 548 of the free list. Colchicum seeds were decided by the Board of General Appraisers in 1892 to be free of duty on an appeal from the Collector, who had assessed them at 20 per cent. The paragraph of the free list referred to provides for non-edible crude drugs, which is a sufficient description of colchicum seed.

"Paradise Grains.—Held to be free of duty as above.

"Henbane Seed.—Free of duty as above.

"Quince seed, not fit for propagation, free of duty. The Board of General Appraisers on May 25, 1893, decided quince seed imported by a leading drug house for use as a drug to be free of duty, tests showing that a very small percentage of the seed contained the germs of life.

"Strophanthus Seed.—Free of duty under paragraph 548. The Board of Appraisers on April 15, 1892, decided this seed to be a non-edible, crude drug, imported and used exclusively in making medicinal preparations for heart and kidney diseases, the plant being indigenous to Africa and Asia, where it was used by the natives for making arrow poison.

"Angelica Seed.—Held to be free of

duty as a crude drug under the same decision as colchicum.

"Stavesacre Seed.—Held to be free of duty as non-edible, crude drugs under the decision of the General Appraisers, April 15, 1892, which declared them to be imported exclusively for the manufacture of medicinal tinctures and ointments.

"Parsley Seed.—Held to be dutiable at 30 per cent ad valorem as seeds of all kinds, not specially provided for in this act."

In this connection Parke, Davis & Co. have taken action that will provoke much comment in importing circles. They recently brought in an importation of celery seed, which was admitted free of duty as a crude drug, the purpose of the importers being to manufacture a medicine from it. For reasons which are doubtless sufficient for their own purposes, the firm protested against the admission of the goods free of duty, asserting that the seed was properly dutiable at 25 per cent ad valorem. The appraiser maintained his point, however, but Parke, Davis & Co. have taken an appeal, and will fight the case in the courts with a view to securing the assessment of a duty on this article. The officials of the Customs Division say that this is the second case only on record of an importer protesting that goods which the Collector proposes to admit free of duty should be made dutiable. Of course, there is some good commercial reason behind this move, but what it is is variously surmised.

### Will Ascertain the Value of Calcium Carbide.

The Treasury Department will send out a special agent to make an investigation of the value and market price of calcium carbide. This article is used in the manufacture of acetylene gas, a product which is now being extensively exploited by a large syndicate, which controls the patents under which it is manufactured. The tariff law levies an ad valorem duty on this product, and, as it has been brought in at several ports, collectors have varied more than 200 per cent in their valuations; but in all cases have materially exceeded the invoice valuation. The company controlling the patents have an important interest in keeping the apparent cost of the article as low as possible, as they are disposing of royalties in nearly all the States, and the economy of production necessarily depends upon the cost of the raw material. In view of the limited supply and circumscribed market, the department sees no way of ascertaining the value of the article without a special investigation.

Acting Secretary Howell has had occasion to consider the question of the additional duty of 5 per cent ad valorem imposed on silvered looking-glass plates if beveled. This provision is a departure from the terms of the Wilson act, and the difference is fully set forth in the following letter, addressed by Mr. Howell to the Auditor of the Treasury:

"The department is in receipt of your letter of the 8th ultimo, in which you state that a question has arisen between the Surveyor of Customs at Grand Rapids, Mich., and your office, as to whether so-called German looking-glass plates, beveled, being composed of cylinder glass, silvered, imported under the provisions of the tariff act of August 28, 1894, are properly subject to the additional duty of 10 per centum ad valorem under paragraph 97 of that act, on account of being beveled."

"You call attention to the fact that the Surveyor of Customs at Grand Rapids has not assessed the additional duty of 10 per centum provided for by said paragraph 97 of the act of August 28, 1894, on such German looking-glass plates, and you therefore request to be advised whether such practice is correct, in view of the decision of the Board of General Appraisers (G. A., 3,578), which held certain polished plate glass, silvered (or cylinder glass), beveled, to be subject to the additional duty of 10 per centum under paragraph 97 of the aforesaid act.

"In reply, I have to inform you that it has been the general practice to admit such merchandise to entry without subjecting it to the additional duty of 10 per centum ad valorem under paragraph 97 when imported beveled, thereby following the decision of the board (G. A., 322), which held that looking-glass plates, beveled, were not provided for under paragraph 118 of the act of October 1, 1890.

"The action of the Surveyor of Customs at Grand Rapids was in accordance with this practice, and the entries may be liquidated accordingly. I desire to state, however, that this practice should not be adhered to under the tariff act of July 24, 1897, inasmuch as in paragraph 107 cylinder glass, silvered or undelivered, is specially enumerated as being subject to an additional duty of 5 per centum ad valorem, if imported beveled."

### The Duty on Pumice Stone.

The Department has made a decision upon this question as to whether the labor involved in selecting and sizing up pieces of pumice stone used for filtering purposes, and as a detergent, constitutes a "manufacture" of the article to a sufficient degree as to make the product dutiable at a higher rate. In reply to a firm of Custom House brokers, Acting Secretary Howell says:

"The Department is in receipt of your letter of the 6th inst., in which, in behalf of Messrs. Herman, Behr & Co., you inquire whether certain selected pumice stone would be liable to duty under the provision of paragraph 92 of the act of July 24, 1897, for pumice stone partially manufactured.

"You state that the selected pumice stone 'Uso Francia, P.P.' extra picked, 'First Quality Special,' 'Lithia,' etc., is valued at from £7 to £25 per ton and over, according to the quality and size of the pieces, and that the highest cost is, after quality, largely made up by cost of so-called skilled labor, which consists of selecting the proper sizes and light pieces, and packing the same, with or without paper, shavings or straw, in barrels, to prevent breakage.

"The selecting and packing of the stone in question is, in no sense, a process of manufacture, and the article would therefore be classified as unmanufactured pumice stone, dutiable at the rate of 15 per cent ad valorem under said paragraph."

The Department has decided an interesting question as to the extent to which an invoice can be held open for shipment by different railway cars or trains. The question arose upon an importation of bleaching powder at Bangor, Me., and the facts are set forth in the following letter from Acting Secretary Howell to the Collector:

"The Department is in receipt of your letter of the 3d instant referring to Article 307 of the Customs Regulations of



1892, which provides that importations made on different cars or different trains of the same road and on different days may be comprised in one invoice. You ask for instructions as to how long a period such invoice can be held open to make shipments against. You state that under this article shippers have been claiming the right to make shipments under one invoice for any period of time, some shippers claiming such right for a period of more than two years.

"In reply, you are informed that the Department holds that any one invoice of merchandise arriving by different cars or different trains of the same road may embrace the importations of about one week from the date of first arrival and no longer, and that in no instance should the period run from one fiscal year into another, as such a course might lead to confusion of accounts. You will be governed accordingly."

It is a dull day in the Treasury Department when some new phase of the 10 per cent discriminating duty question is not brought to the surface. This week has been specially productive, and a really important problem has been developed. An examination of the text of Section 22 shows that the 10 per cent duty is levied against goods brought in all vessels except those of countries occupying the status of favored nations by treaty or convention. Heretofore it has been supposed that all the important countries occupied that status by treaty, and that the provision was a dead-letter, but the State Department has just discovered that England's title to exemption from the discriminating rate has for the past fifty years been based not upon a treaty, but upon a special act of Congress. In all tariff laws except the Dingley act this fact was recognized, the law containing the clause "by treaty, convention, or act of Congress." As Great Britain has no other status as a favored nation except by act of Congress, the prohibition will apply to all goods brought to this country in British vessels which are not actually produced in Great Britain. As England now virtually commands the carrying trade of the world, the embarrassments she will suffer in this connection will be very grave, and cannot fail ultimately to have an important bearing upon the conditions of commerce between Canada and our border States. Acting Secretary Howell to-day referred the question to the Attorney-General, who will consider it in connection with the other problems regarding Section 22 which are now pending.

### The Waters of Vichy.

To many Americans the term, vichy water, has almost no meaning whatever. They are accustomed to ask for a mineral water at the soda fountain, and to care very little whether the clerk draws it from a spigot marked seltzer or another marked vichy. It is all one to him, and for the matter of that, it is all one to any one. As a rule it is simply plain carbonated water. But in Europe they are more critical, because better informed. And in this country, too, there is a growing class with a more discriminating taste.

Two hundred and twenty-seven miles southeast of Paris, on the left bank of the River Allier, is the town of Vichy, whose mineral springs have been known since the days of the Roman Empire. Under the ancient monarchical system

of France, the feudal seigneurs of the kingdom were the proprietors of all mineral and other springs, all rivers, rivulets and other bodies of water comprised within their respective seigneuries. In the year 1344, Jean Seigneur de Vichy, who at that time owned the lands and waters of Vichy, sold the entire property to Pierre Duc de Bourbon. This sale comprised the chateau of Vichy and the mineral springs known under the names of "Les Celestins," "La Grande Grille" and "L'Hopital." The entire property was confiscated by King Francis I. in 1531, and remained the private holding of the Crown until 1790, when the Revolution transferred it to the people. Certain officials were placed in charge of the property by the Government and certain rules and regulations established. The public had access to the springs, and might use the waters for bathing and drinking purposes. There was also a large thermal establishment erected for the use and enjoyment of the public. The third Napoleon made a lease of the property, with exclusive privileges of bottling and selling the water and of exploiting the baths, to the commercial house of Leboce, Callou & Co., who afterwards transformed themselves into the Compagnie de Vichy, which now is bottling and exporting the water under the direct supervision of the French Government.

Vichy water is as distinctive and characteristic an article as is, for instance, Guinness' Stout. It is not to be found on tap anywhere and everywhere, but is sold in the bottles of the Compagnie de Vichy, duly and properly labeled.

### The Orleans-Turin Duel.

In the first "assault," what would be called "round" in the Anglo-Saxon vernacular, Prince Henri was wounded in the breast, but the surgeons reported that this wound did not "penetrate beyond the subcutaneous cellular tissue;" in the third the Count of Turin received the same sort of injury on the wrist, in other words devoid of euphemism, a scratch; in the fifth round Prince Henri received a wound which did "penetrate the subcutaneous cellular tissue," and which, "if it had gone deeper," would have caused a solution of continuity in the intestine. Prince Henri was declared disabled. The Count, having inflicted this wound, is said to have hurried forward greatly agitated, exclaiming: "I hope it is not serious."

Notwithstanding a careful disinfection of the swords before the duel, the wound of the Prince is said not to be healing satisfactorily. The report in the French papers that the Count wore a coat of mail, which caused the Prince's sword to be bent, has been denied.

Steve Brodie, of the Bowery, New York, is reported to have sent, at a cost of seventeen dollars, the following telegram:

"To His Royal Highness, Prince Henri of Orleans, care of Duc de Chartres, Rue Jean Goujon, Paris, France:

"Will give you and Gen. Albertone \$50,000 apiece if you will fight your coming duel before the kinetoscope, giving me exclusive rights to use of films. Will give you \$10,000 apiece additional if you will make the duel last for at least ten rounds.

STEVE BRODIE."  
The duelists are still exposed to the danger of excommunication by the Pope. —*Bost. Med. and Surg. Jour.*

### Maris & Co.'s New Label.

John M. Maris & Co., of Philadelphia and New York, are introducing a new and improved enamel glass label for drug bottles, bar bottles and glassware, barber bottles, high-grade liquors and all glassware or bottles for which labels are now used. The new label is meeting with considerable success, and lately the sales have been very large. The new enamel process is a great improvement over the old style, which consisted of a thin blown sheet of glass cut and bent to suit the bottle or glass article for which it was required, and depending for adherence thereto upon glue and cement, which are always more or less affected by atmospheric changes. Not only was, and is, the old-style label objectionable owing to discoloration at the contact surface with the bottle, but it was easily chipped, cracked off or broken by contact with adjacent bottles in taking from or replacing upon the shelves.

The new label to which attention is called has none of these objectionable features, and has many advantages over the old-style label. The point is made that it is practically indestructible, since it consists of fused glass enamel, white as a watch face. The name of the article is jet black upon snow-white enamel, with gold border or gold letters, if desired. Being fused into the glass by heat, the label cannot be cracked off the bottle, and is impervious to weather or atmospheric changes; it will not wear off, rub off nor wash off, and is inseparable from the bottle. Any shape of outline can be given the label, and letters, photos of persons, buildings, articles or goods can be produced with photographic accuracy.

### Eskay's Food.

The remarkably favorable reception with which Eskay's Albumenized Food has been received by the drug trade is not to be wondered at when we consider the satisfactory manner in which it has fulfilled all the claims of the Smith, Kline & French Co., who manufacture it.

Before they permitted this food to be placed on the market, it was submitted to a series of careful tests, in order to satisfy the manufacturers that it would sustain their claims. The wisdom of this course has been shown by the unqualified endorsement, as received from the medical profession and from institutions where Eskay's food has been used. The fact that it is the only albumenized food on the market is sufficient of itself to merit every progressive physician's attention, and in every case where they have tried it, the results have been highly satisfactory. Nearly every wholesale house carries a stock of this food, and in all the principal cities and towns it can be found in one or more of the retail drug stores.

The druggist who has not accepted their "special offer," set forth in the one-half page advertisement of this issue, should do so at once. The merits of this food, backed by the reputation of the house and their method of progressive advertising, are all calculated to give Eskay's food a tremendous sale.



### AMONG THE TRAVELING SALESMEN.



CHARLES J. BRANCH,

Traveling Representative of the Londonderry Lithia Spring Water Co.

Charles Jule Branch, whose portrait is shown above, was born in a log cabin located in a logging camp, in the northern part of New York State, and, like many celebrated individuals whose origin was lowly and somewhat obscure, he has lived to become noted; yes, famous for qualities which none will deny him. After completing his education in the East he read law and was admitted to the bar in Minneapolis, but mistook his calling as, like the hero of the cherry tree, he was too conscientious, so, when offered a position as an electric light of commerce by the Londonderry Spring Water Company, he accepted, and for the past six years has been selling the famous water in every well regulated pharmacy from the Indus to the Klondike. Very few of the traveling profession have as wide an acquaintance with the trade as the subject of our sketch. He has the happy faculty of making friends wherever his chosen work calls him. Mr. Branch has represented his concern at pharmaceutical and medical meetings in the United States for the past five years, and his is a familiar figure in many of the best clubs in Chicago, Louisville, Washington, Baltimore, Philadelphia, New York and Boston.

T. R. Burton, the Illinois representative of Morrison, Plummer & Co., has taken a steamer for northern Michigan for a vacation trip.

L. C. Ballard, manager of the sundries department of Morrison, Plummer & Co., has lately returned from the meeting of Wisconsin pharmacists at Green Bay.

John T. Plummer, treasurer of Morrison, Plummer & Co., has gone east for his vacation. He expects to visit Niagara Falls and other points.

J. G. Patton, the New York representative of

the Anheuser-Busch Brewing Association of St. Louis, is back in town again, after an extended tour of the summer resorts in the interest of Malt-Nutrine, which is now having a large sale in drug stores.

George A. Fuller has been up this week to look after the interests of the perfume house of Ed. Pinaud. He is the prince of salesmen, and a man who accomplishes what he undertakes without the display of any frills or the assumption of manners that are not strictly his at all times. He always gets there.

The fluid extract business of Sharp & Dohme

took a step in advance this week through the visit of J. P. Jones, who always looks out for the boys while he is in town. His specialty is a good dinner, and while he was here he was the centre of a party of six drug men, who discussed some of the table delicacies at the Tift Hotel. Jones can sell goods with the best of them outside of his specialty, and merely cultivates it to amuse himself and his friends.

### Do Bees Get Drunk?

The bee has always been held up as a cherished example; steady, hard-working and respectable. Lloyd Williams, in the *Journal of Botany*, alleges that the bumble bee is a drunkard. The insect gets its intoxicant from the flowers. What flowers these are is not told us. The bumble bee simply gets intoxicated, lies on its back, kicks its legs in the air, and is disreputably helpless. He soon recovers, however, from his little carouse, but, sad to say, goes off at once on another bout; so his case would appear hopeless. We believe the ordinary bee is more respectable.

### Advice to Bicyclists.

*From the Medical Press and Circular.*

When you've taken too much whisky,  
And you're feeling rather frisky,  
Don't go bicycling, it's risky!

If the nuts are not well fixed,  
You and the machine get mixed,  
On a spoke you sit transfixed.

When you're lying very ill,  
After a tremendous spill,  
You won't like the Doctor's bill.

You will say "It served me right,  
Alcohol affects the sight.  
Nuts were loose, but I was tight."

### Wholesale Druggists' Prices.

About the usual number of price changes have taken place during the past fortnight. We note below the important fluctuations in the prices at which the retailers purchase goods in ordinary lots.

*Columbian Spirit* is 10c. lower, and is now quoted at \$1.65.

*Creoline* is lower at 45c.@50c.

*Gum Opium*, powdered, is firmer and an advance of 20c. is asked, or, say \$3.50.

*Mannas* are easier, and *large flake* has declined 5c.; *small flake*, 3c.; 42c.@70c. represents the range for the two varieties.

*Bay Rum* is higher, in view of the new tariff. Advanced to \$2.35@\$2.65 for imported, according to quantity.

*Soap*, English blue mottled, is an addition to our price list. It is quoted at \$5 for cases of 112 pounds.

### "Apenta" Prices.

Charles Graef & Co., of 32 Beaver street, New York, the sole agents of the Apollinaris Co., Limited, London, make the following announcement under date of August 12th: "Having received from the Apollinaris Company, Limited, large shipments of 'Apenta' Hungarian Aperient Water before the duty was advanced, we are able to continue to offer Apenta Water in ten-case lots at \$7.50 per case of 50 large bottles, subject to the semi-annual rebate of 50 cents per case, as heretofore.

"The Apollinaris Company have also authorized us to reduce the price of Apenta in cases of 100 small bottles to \$6.50 per case, subject to the semi-annual rebate of 50 cents per case.

"The Apollinaris Company reserve the right, however, to raise the above prices so as to cover the increased duty, when selling future importations."

## HINTS TO BUYERS.

Bauer & Black, 1245 State street, Chicago, issue a very interesting book on druggists' window displays, a copy of which will be sent to applicants mentioning this journal.

One of the most artistic catalogues which has reached us is that gotten out by the George R. Fuller Co., of Rochester, N. Y. The catalogue bears the suggestive title, "Walk Easy," and tells all about artificial limbs, elastic stockings, etc. A copy of this catalogue should be in the hands of every one of our readers, and it can be had free of charge.

We date everything—notes, checks, letters, bills, statements, eggs, people and what not. The dater advertised by the Charles L. Safford Co. will do your dating better than anything else in the market. It is simple and strong, has nothing to get out of order, and at the low price asked for them is not a luxury, but a necessity. Place your order now.

If this is your first season with Tanglefoot, you may not know that every sheet of it is guaranteed; it is not likely you ever will, but if by chance you should find a sheet or a box or a case of it unsalable, write to the makers, sending sample sheet, and if they find that the trouble can in any way be attributed to any fault of the paper the same will be replaced at once.

The Ohio Gum Co., Lisbon, O., have a very tempting line of premiums which they offer to the druggist for gratuitous distribution with a view to pushing the sale of their Soda Mint gum. Write them for full details of their scheme for giving away to gum-chewers \$200 diamond rings and studs and \$100 earrings. The gum is selling rapidly wherever introduced.

"The Heart of It" is the taking title of a work on drug advertising for retailers recently published by the Advertisers' Press. A special price of 10 cents has been made on this pamphlet for such as order prior to September 15th. Orders should be addressed to Advertisers' Press, 925 Chestnut street, Philadelphia, Pa., with the 10 cents enclosed. United States postage-stamps will be accepted.

W. P. Ungerer, 18 Cedar street, New York city, reports a very brisk demand for the vanillin of Chuit & Naef. This product has many good qualities which have won for it a high place in the estimation of the drug, soap and perfumery trades. The article is not only pure, but manufacturers claim that it imparts to goods in which it is used a fuller and more "beany" flavor than is imparted by other vanillins on the market.

Good advertising is the only kind that pays. It is foolish to pay good money for advertising space and then to waste this space by putting in poor matter. Not every druggist can prepare good advertising matter, and even though he can do so sometimes, may not have sufficient time to give it proper attention. It is easy enough, however, to get good advertising matter prepared when the services of an expert can be obtained for the small sum of \$5 a month. For full particulars concerning the service rendered, our readers should address E. St. Elmo Lewis, Penn Mutual building, Philadelphia.

## A New Edition of "Remington."

The new 1897 edition of Remington's Practice of Pharmacy is now ready for delivery. This work has been much enlarged and improved and will be found of great value both for the student and for the practicing pharmacist, and a copy of the last edition should be in the library of every wideawake druggist. It can be bought of all book dealers.

## Send for This List.

The Armstrong Mfg. Co., of 17 and 19 Union street, Boston, Mass., invite attention to their line of Effervescent Granules, which are of the highest quality, and can be depended upon implicitly for results. The Armstrong Mfg. Co. send out a list of their granules, which any reader can have for the asking. The list will be found very convenient for reference, and druggists should send for one without delay.

## An Insistent Demand.

The F. Hiscox Co., manufacturing chemists, of 849 Broadway, New York City, who are the manufacturers of Hay's Hair Health, report the receipt of numerous orders from the country from laymen, who have been disappointed in not procuring the preparation from their own druggists. Most customers who have used Hay's Hair Health refuse to be influenced by any argument in favor of other preparations, so popular has the article become.

## The Finest in the State.

The Newbro Drug Co., of Butte, Mont., in sending a remittance to A. H. Revell & Co., of Chicago, for the very handsome set of show cases recently made for them by Revell, say: "We are very much pleased with the cases and consider them the finest ever shipped to the State." This is only one of the many instances in which the excellent work done by Revell & Co. has won the appreciation of the drug trade. Our readers should write them for a copy of their drug-fixtured catalogue.

## For Soda Dispensers.

In their advertisement on another page in this issue, Hirsh, Frank & Co. direct attention to a neat and convenient coat for use at soda fountains. This garment is made of shrunk drilling and presents a neat and attractive appearance. Its low price, \$1.25, or \$7 per one-half dozen, should place it in every drug store not already using it. If you will send chest measure and length of sleeve from centre of back and postal note for \$1.25 to Messrs. Hirsh, Frank & Co., 31 North Third street, Philadelphia, they will send a sample coat, or they will send self-measuring blanks and samples of goods upon application.

## The O. P. C.

O. P. C., which signifies Old Point Comfort, are the letters used by Bauer & Black, of Chicago, to designate one of the most popular and profitable suspen-

sories sold by druggists. The O. P. C. suspensory is referred to as a class by itself. It sells for a good price, because of its looks and because of its real worth. Bauer & Black are issuing a little book on the art of window dressing, which contains numerous illustrations calculated to guide the druggist to advantageous methods of advertising. All who have been overlooked in the distribution of this book should not fail to make early application. A postal card will bring you one free of charge.

## A French View of an American Product.

Dr. J. A. Fort, professor of anatomy in the Ecole Pratique de Medical Faculty, of Paris, who was received with great consideration on his visit to this country, says: "I consider the discovery of ammonol as being very fortunate and very useful to science. Unlike the other medicinal coal-tar products which too often exercise upon the organism, and chiefly on the heart, a nefarious influence, the action of ammonol is purely stimulant; furthermore, owing to its analgesic, antipyretic, and expectorant qualities, it is a very valuable remedy of sure efficacy and entirely safe to use. I would strongly recommend it to the attention of my confreres."

## The Klondike Gold Fields

Are now attracting the attention of the whole world, and the results of placer and quartz mining are fully equal to the finds of nuggets in the early California days and extraordinary inducements are being offered to prospectors, practical miners and investors.

By next spring the gold fever will have taken possession of thousands of people, and the Western roads will have all they can do to transport the fortune-hunters.

The Chicago, Milwaukee & St. Paul railway, and its connecting lines, offer the best facilities for reaching the Alaska gold regions.

For further information, address E. F. Richardson, General Agent, Passenger Department, 381 Broadway, New York city.

## American Physicians Inspect the Hunyadi Springs.

In a cablegram dated Budapest, August 11th, A. Saxlehner says: "I had a visit at the springs to-day from leading medical men of the United States, returning from the Greco-Turkish War, and now going as American delegates to the Medical Congress to be held in Moscow. On this occasion Prof. Senn, Chicago; Dr. Daniel R. Brower, Chicago; Dr. Lucy Waite, Chicago; F. M. Lloyd, New York; Prof. G. R. Fowler, Brooklyn; W. H. Forwood, Washington; W. F. Southard, editor *Pacific Medical Journal*, and United States Consul at Budapest, Frank Dyer Chester, made a close inspection of the establishment and gave expression of their entire satisfaction regarding our plant in general, and the process of drawing and bottling the Hunyadi Janos water especially."



## Review of the Wholesale Drug Market.

NEW YORK, AUGUST 25, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

THE distribution of drugs, dyestuffs and chemicals during the month drawing to a close has been satisfactory alike to importers and jobbers. Out-of-town buyers have been attracted to the local market in fair numbers through the inducements offered by the special railroad rates granted to members of the Merchants' Association. While the general volume of business is not as large as might be desired, the trade of the month will compare favorably with the corresponding period of previous years. As indicated in the preceding Review, buyers are showing a disposition to purchase more liberally; but purchasing for speculative account is little indulged in, merchants in the interior pursuing a cautious policy in covering their wants, the majority preferring to pursue the jobbing method in preference to purchases in anticipation of the entire season's wants. Speculation in opium and quinine is practically at a standstill; prices on both articles are as last quoted. As regards price changes, fluctuations during the interval have been few and unimportant, most of the staple drugs being maintained with noticeable firmness.

### DRUGS.

*Alcohol*, grain, has been advanced by the distillers to correspond with the enhanced cost of raw material. Lots of five barrels or more are now quoted at \$2.30 to \$2.31 upward, and smaller quantities relatively higher. Rumors of a combination of distillers are again rife, but nothing definite is known. Wood alcohol is nominally unchanged.

*Balsam Copaiba* is easier from importers' hands, and sales are making in occasional instances at a shade below our quotations for Central American. While jobbing parcels bring 40 cents, it is difficult to realize 37 cents on round lots.

*Balsam Peru* is dull and featureless, offerings of stock at \$1.90 to \$2.00 failing to stimulate interest.

*Balsam Tolu* is held at 50 cents, with occasional sales reported at this figure.

*Barks* of the various kinds are not inquired for to any extent. *Cascara-sagrada* has sold in a small way at 3½ cents to 4½ cents. *Sassafras* finds a steady moderate outlet at 9c. to 11c. There is little new or interesting to report in other barks, though soap has shown some activity, numerous sales in a jobbing way being reported at 6½c. to 7c.

*Buchu Leaves* continue in moderate jobbing demand at 9c. to 11c. for short.

*Cassia Buds* continue firm and in demand, with 25c. to 26c. usually asked.

*Cod Liver Oil* is very generally neglected at the moment, and Norway prime offers at \$22 to \$26 with few sales.

*Colocynth Apples* are inactive, but prices are maintained at the previous range; dealers show no disposition to urge sales by concessions.

*Cinchonidine* continues in limited supply, and values are firmer, with one manufacturer quoting 2c. advance on our range.

*Ergot* continues to offer at 11c. to 13c. for German and 16c. to 18c. for Spanish; important interest is lacking, and few sales of consequence come to the surface.

*Manna* has quieted down, and prices are nominal; large flake quoted 55c.; small, 20c. to 30c.

*Menthol*, Japanese, has gained considerable strength during the interval, and prices have advanced sharply in view of the more liberal purchases, and reports of stronger tone to advices from the primary markets. The available supply is small, and only small parcels are offering at the range of \$2.10 to \$2.15. Some in the trade anticipate a further advance.

*Opium* remains in virtually the same position as was noted in our last Review, though values are if anything a shade less firm. Cases are offered freely at \$2.35, but orders are comparatively few, and this price would probably be shaded upon a firm bid; it is rumored, indeed, that business is now being effected at a fraction below the market quotations. The jobbing price is no firmer, and we hear of a few sales down to \$2.37½, though \$2.40 remains the open quotation.

*Quinine* of American manufacture is quoted at unchanged prices, and only a moderate business is reported. The acceptance of large orders by the agents of foreign manufacturers on the basis of 17 cents for bulk, has somewhat weakened the tone of the market, but speculation is yet absent, and prices will doubtless be

maintained at the present range for a little time to come. Sales of foreign bulk have been made by outside holders at 20 cents.

*Sugar of Milk* is in larger stock and values are easier—10 cents to 12 cents.

### CHEMICALS.

*Arsenic*, white, continues in fair demand, and the market is firm at 5½c. to 5¾c.

*Borax* prices are maintained with some firmness, at say 5½c. to 5¾c. for refined, in barrels, and 5c. to 5½c. for crystals; concentrated is held at 4½c.

*Carbolic Acid* is dull and featureless. The demand continues weak and unimportant, but prices are nominally unchanged.

*Citric Acid* has been selling fairly in the interval, and the market has a firm tone, though prices are quotably unchanged.

*Quicksilver* has weakened a trifle since our last, and the market is somewhat irregular and uncertain, with the tendency if anything in the buyers' favor. Large-sized lots offer at \$38 and jobbing quantities at 50c. to 51c.

*Tartaric Acid* is showing an upward tendency, and we note a fractional advance over the quotation of last week. In connection with this appreciation in value, the article on the position of citric and tartaric acids in the English market, which we reprint in another column from a London contemporary, will be found interesting. The range of the market for tartaric acid is 31c. to 31½c. and 32c. to 32½c., for crystals and powdered respectively.

### ESSENTIAL OILS.

*Anise* is held with increased strength. The available supply is small and under good control, and though \$1.90 to \$2.00 is yet quoted, there is little of the oil changing hands below the outside figure.

*Cassia* has been active of late and the market has a firmer tone, though prices are as last quoted.

*Clove* meets with a steady, fair inquiry, the trade being supplied on the basis of 40c. to 45c. and 36c. to 38c. for bud and stem respectively.

*Messina Essences* are dull, and the tone of the market is generally regarded as easy, though no important price fluctuations have transpired.

*Peppermint* continues without change of consequence either as regards price or demand. The tendency favors buyers, and we hear of a few sales at a fraction less than our quotations for can oil.

*Rose* reflects the influence of active competition among producers, and some well-known brands have sold at as low as \$4.50, with Ihmsen's quoted at \$5.

### GUMS.

*Aloe Curacao* remains quiet at nominally unchanged prices.

*Asafetida* is firmer, with 22 cents generally asked for best quality. Buyers and holders are yet apart in their ideas, however, and business is restricted to the sale of small lots.

*Camphor* is affected by the reported weakening in price of crude in the foreign market. Philadelphia quotations are now on the basis of 38 cents for barrels and 39 cents in tubs, while city refiners quote 37½ cents to 38½ for barrels and cases, respectively.

*Gedda*, *Guaiaac*, *Kino*, *Myrrh* and other druggists' gums are without change of importance. The demand for each of the varieties continues fair.

# 2-GRAIN QUININE PILLS



IN BOTTLES OF 100 : : :

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FOR HANDY RETAILING.

We make a specialty of putting up in this form (in lots of 3,000 and upwards) the best seller that the druggist has and the one in which he finds the most competition. Our quotations are subject to the ruling price of Quinine, but our customers always get the benefit of our large-quantity buying and facilities for economical manufacturing.

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As our previous models were beyond comparison, so our new model surpasses previous efforts.

### The Improved Mulford Tablet Machine

makes more perfect tablets, with less waste, than any other machine on the market.

#### Absolute Alignment of Punches.

It is impossible, by our new adjustment, for the punches to get out of alignment—that improvement means speed in making tablets and prevents much waste. \* \* \* \*

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There are no springs on the new machine. The jerky delivery is done away with. The new delivery is clean and gentle. That insures more perfect tablets, i. e., increased output. \* \* \* \*

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The improvement in the feed gives absolute accuracy in every tablet; double charging is impossible. In this one point we have solved the objectionable feature to all other machines. \* \* \* \*

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We have made this machine to wear; all working parts are of best quality steel; all bearings have maximum of wearing surface; all wearing parts have adjustment to take up wear. This insures no lost power.

There are other points of merit. Write for complete particulars.

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### Something New for the Soda Fountain.

The Junket Tablets, now being so extensively introduced by Chr. Hansen, of Little Falls, N. Y., are in great demand at this season of the year for the manufacture of junket cream ice for the soda fountain. The Junket Tablets are preferred by druggists on account of cheapness and the excellent ice cream which it is possible to make with their aid. Mr. Moulton, the New York representative of Chr. Hansen, has been giving some demonstrations of the method of making junket ice cream, and has sent samples of the product to our office. The action of the Junket Tablet is to partially digest the cream and milk, turning the mixture into a soft, white jelly, which is then frozen and served. For invalids and children there is no better form of milk food, as it is extremely palatable, and, being partly digested, it is readily assimilated. The formula for junket cream ice, as given by Mr. Moulton, calls for a mixture of 4 quarts of milk and 1 quart of cream. This is sweetened and flavored and slightly warmed. Five Junket Tablets are then dissolved in a tablespoonful of water and mixed thoroughly with the milk. The whole is then set aside in a warm room for twenty minutes, when it will become firm like a jelly. It is then placed in a freezer and frozen just like any other kind of ice cream. The result is a cream which, for appearance, taste and economy of manufacture, surpasses cream made by any other process. The Junket Tablets are stocked by most jobbers, and are also sold direct

from Chr. Hansen's laboratory, Little Falls, N. Y.

### Substitute for Wood Alcohol.

Columbian Spirit, which is the copy-right name of the pure methyl alcohol, manufactured by the Manhattan Spirit Company, of Buffalo, N. Y., is an article which is excellently adapted for the preparation of liniments, tinctures for external use, bay rum and numerous other medicaments of this character. It is, perhaps, the cheapest article of its kind yet introduced, the price in barrels and half barrels being \$1.50, freight paid. Columbian Spirit can be purchased through any firm of wholesale druggists.

### Up-to-Date Druggists' Fixtures.

Charles P. Whittle, of Boston, the well-known designer and manufacturer of drug-store interiors, has just fitted up the new pharmacy of Mr. Siegemund, of Boston, which is replete with the latest designs and conveniences in druggists' fixtures. The style is colonial. The general color-effect is white, but it is well relieved by the handsome show-cases in light-red mahogany, which are 48 inches high, and with three plate-glass shelves from the floor upward. The fittings are as convenient as they are handsome.

Mr. Whittle was awarded the contract after his plans and those of other well-known designers and manufacturers had been thoroughly considered, and his work has been unequivocally commended by Mr. Siegemund.

### Change in Price of Iatrol.

The Clinton Pharmaceutical Company, Syracuse, N. Y., have made a recent change in the price of iatrol, whereby druggists can now purchase, through the jobbers, in single ounce lots at 90 cents per ounce.

## Hay's Hair Health

Makes the hair as beautiful as in youth.  
Makes the hair grow.  
Makes the hair soft and glossy.

## Has No Equal.

We want an agent in every town, and we make it worth his time.

## It Is a Big Seller.

Fifty per cent profit. Liberally advertised. We send the customers to you. They become permanent buyers. For sale by jobbers.

F. HISCOX CO., 853 Broadway, New York.

## EVERY MAN

Knows what it means to shave after semi-par-boiling his face by exposure to the sun; and

## EVERY WOMAN

Knows the horrors of Sunburn, Freckles, Prickly Heat, and the thousand-and-one similar discomforts of summer.

## THE DRUGGIST

who offers an antidote for these ills is looked upon as a public benefactor, and makes himself "solid" with his customers.

### SUCH AN ANTIDOTE IS

## BABOROL POWDER

(PERFUMED)

In one-ounce screw-cap bottles, retailing at 20 cents, and in one-pound screw-cap jars, retailing at \$1.00.

We will mail a sample of BABOROL POWDER (Perfumed), together with a circular setting forth its virtues and bearing the druggist's name and address, to one hundred "pet" customers of any druggist who will furnish us with a list of such customers and their addresses.

Let us hear from you soon, as this hot summer weather is THE time for BABOROL POWDER.

*C. G. Baldwin*

218 Greenwich Street, New York.

SUBSCRIBERS desiring to preserve their copies of the "American Druggist and Pharmaceutical Record," and have them in a neat and convenient form for ready reference, should provide themselves with a **HANDY BINDER**, holding four volumes. Price \$1.00 by mail. American Druggist Publishing Co., 62-68 W. B'way, New York.



## Send \$1.50

to S. G. BALDWIN, Marion, Ind., for his pump inkwell: holds half-pint, and pumps the ink into a cup on piston as needed. The cup is held up to a small opening in the cover for the pen. No inky fingers; hard to upset; the best ink-well on the market. Order one, and you will order for your trade.

\$12.00 per doz.

Half-dozen at dozen rates.

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"DOLLAR WHEAT" means prosperity to Minnesota, and this prosperity seemed to illumine the faces of the Minnesota members who welcomed the American Pharmaceutical Association to Lake Minnetonka on August 24th. A more charming spot for such a meeting it were difficult to find. Situated in the midst of the beautiful park region of the State, where there are more lakes than anywhere else in the world within the same area, Lake Minnetonka is the most beautiful, though not the largest, of them all.

The twin cities of the Northwest, Minneapolis and St. Paul, are within an hour's ride of the lake, and furnish a large quota of the rapidly-growing summer colony which makes its home upon its banks.

To the spacious Hotel Lafayette, on the banks of this beautiful sheet of water, there came pharmacists from East, West and South, some few even coming from still further North, to attend the sessions of the American Pharmaceutical Association.

From Boston, New York and Baltimore the most popular route was via Niagara Falls and the handsome steamers of the Great Lakes.

A party of some forty-two ladies and gentlemen spent Friday, August 20th, at Niagara Falls in a most delightful manner under the guidance of Dr. Willis G. Gregory, whose skillful guidance enabled the visitors to get the best views of the magnificent cataract and the rapids below with the least possible exertion. In the evening of that day the tourists sailed for Duluth on the steamer Northwest, touching at Cleveland, Detroit, where other members joined them at Mackinac Island. They arrived after a very pleasant journey at Duluth on the evening of Monday, August 23d, and, going thence by rail, arrived at Lake Minnetonka early in the morning of August 24th.

### Chicago Entertains.

Those who preferred the all-rail route left New York on August 21st, spending the next day at Niagara Falls and leav-

ing in the evening for Detroit and Chicago.

While the lakes party expressed themselves as highly pleased with the trip by water, they nevertheless missed the opportunity of being entertained by the druggists of Chicago. These gentlemen had "spread themselves" in order to entertain the delegations from the East and South who stopped at Chicago en route for Minnetonka. A committee had been appointed to superintend the reception of the visitors, who were entertained in royal style. A reception by the Chicago Retail Druggists' Association and the Apothecaries' Society was held in the morning at the Great Northern Hotel, and was followed by a banquet at noon and a tally-ho drive in the afternoon through South Park and to the site of the World's Fair, returning through the beautiful Michigan Boulevard, along the lake front, to the depot of the Chicago, Milwaukee and St. Paul Railroad, where a special vestibuled train was in waiting to convey the members to Lake Minnetonka. At St. Paul the lake delegation joined the train, the two parties traveling thence together to the Hotel Lafayette, which was reached early in the morning of August 24th.

### THE FIRST DAY.

#### First General Session.

Tuesday, August 24.

At 8.30 on Tuesday afternoon, August 21st, President Morrison, of Montreal, opened the Forty-fifth Annual Convention of the American Pharmaceutical Association by introducing United States Senator Cushman K. Davis, who welcomed the members of the association to the pure air, limpid waters and the beautiful scenery of his State.

Senator Davis referred to the progress of science in the direction of applying to the everyday uses of man the fruits of scientific research. He said that in no other branch of science had such progress been made as in pharmacy. The Senator referred to Koch and Pasteur as the great pharmacists of the past ten years, and to the members of this association as the privates in the ranks of which these and such as these are the captains.

#### Welcomed by Prof. Wulling.

Prof. Wulling was then introduced to extend a welcome on behalf of the State Association and the pharmacists of the State. Prof. Wulling said that he esteemed himself fortunate in being selected to welcome the visiting pharmacists, and esteemed the pharmacists of the State fortunate in having an opportunity to demonstrate the high standing taken by pharmacy in the State of Minnesota. He asked the visitors to dispense with formalities and to introduce themselves to the local pharmacists.

#### Mayor Eliel Welcomes the Visitors.

J. C. Eliel was introduced, and as mayor of the municipality of Minnetonka Beach, extended the freedom of the Beach



A Group of Delegates, A. Ph. A. Convention.

FROM A PHOTOGRAPH BY MILLER, MINNEAPOLIS.

to the visitors. Mr. Eliel's remarks sparkled with witticisms and glowed with good humor, making the visitors feel the hearty cordiality of his greeting.

#### Ex-President Good Replies.

On behalf of the association, ex-President Good returned thanks for the cordial greetings extended by the preceding speakers, and assured them that the delights of Lake Minnetonka had already charmed the visitors, while they expected to accomplish much during the time of their stay here.

#### President's Address.

Vice-President Payne here took the chair while President Morrison read his address as president of the association, as follows:

#### ADDRESS OF THE PRESIDENT.

By JOSEPH W. MORRISON,  
Montreal, Canada.

Fellow-Members: For the first time in our history, we meet within the confines of what may be called the northwestern States. After going all over this vast country and into Canada, we have come to admire the natural wonders and beauties of this section, and to make more extended acquaintances among our brethren. When our Minnesota brothers, a year ago, came to our meeting and extended an invitation to us to convene "in the land of the Dakotas, where the falls of Minnehaha flash and gleam among the oak trees, laugh and leap into the valley," it was gladly accepted, and we have since then been living in anticipation of gazing upon the beauties of Lake Minnetonka, a gem set by the hands of the Almighty in the midst of this fair land; nor have we been disappointed. Although we had been prepared for beautiful sights, the realization exceeds the expectation, and one glance from the shores of this lake repays us for the toil of our journey.

However, we do not come here to indulge in poetic flights of fancy, but to discuss the hard matter of fact interests of to-day, an undertaking devoid of any tendency towards poetic license. Unfortunately we pharmacists have not much time to cultivate the muses, as our attention is too closely concentrated on the grosser things of material earth, so we will dismount from our Pegasus and stand on solid ground.

Your President was asked by the State Department to name delegates to represent the United States at the Brussels International Pharmaceutical Congress, and, in accordance therewith, I named Professor J. P. Remington and Lewis Dohme as such, and Alfred Myers, of New Orleans, and Dr. F. B. Power, now of London, England, as alternates.

The reports of the various committees will show that the work of the Association has been carried on with the same enthusiasm and generally successful results.

#### Mr. Ebert's Good Work.

I desire, however, to draw attention to the very effective work done by the Committee on National Legislation, especially as regards tax-free alcohol, which requires eternal vigilance on the part of the committee to guard against attacks from unexpected quarters, as evidenced by the proposal made in the Senate to tax wood-alcohol, which, if successful, would have had serious results. Happily, the Secretary of the committee, A. E. Ebert, is one of those who is always on guard and never sleeps at his post, so that as soon as the proposition was made, Mr. Ebert immediately telegraphed over eighty of the Senators, protesting in the name of this Association, against any such taxation; and we think we are justified in claiming that Mr. Ebert's prompt and energetic action was the main cause of the rejection of Senator Lindsay's motion.

#### Recruits Wanted.

The first question which I desire to take up is that of membership. For several years past our numbers have fluctuated between 1,500 and 2,000. The last report of the Membership Committee showed that we had 1,800 enrolled in this association. At the same time the secretary of the section on legislation and education in his report stated that there were 51,000 druggists in the United States, and 2,000 in Canada, making a total of 53,000 from which we can draw for our members. The discrepancy thus revealed between our membership and the total number of pharmacists is indeed very striking; and even admitting that 53,000 represents good, bad and indifferent, and perhaps many who would or should not be deemed desirable as members, there still remains a great field for earnest work

in the direction of recruiting our ranks. Five thousand is a moderate estimate to make of what our numbers should be before we can become, as has been suggested, a delegate organization such as the American Medical Association, or before we can hope to wield the influence to which our organization is entitled by reason of the high objects which it has in view.

### Every Member Should Work.

The securing of new members is a matter which has heretofore been left solely and entirely in the hands of the committee charged with this work. That committee has been unremitting in its efforts, and I know that the chairman and members of the Auxiliary Committee have rendered yeoman service. While, however, expressing my appreciation of the valuable work done by these gentlemen, I will avail myself of the opportunity offered, to state that on the part of the members at large more could and should be done towards increasing our membership. Each member of the association should constitute himself an auxiliary member of the Auxiliary Committee, and should take advantage of every occasion which presents itself for setting out the benefits to be derived from and for enlisting the sympathy and active interest of fellow-pharmacists in our association.

### To Record the Work of Local Societies.

It has been brought to my notice that many valuable papers are presented at the annual meetings of the State associations by members of this body, and that these papers would be presented at our meetings if the State associations were not in existence. Among these papers are to be found many worthy of a wider circulation, and of being preserved in more permanent form than that offered by the usual volume of State association proceedings. I would therefore suggest that an arrangement be entered into with the State associations, by which we would be permitted to publish these papers in our proceedings, subject to the approval of our Committee on Publication. We would thus secure what is best and most worthy of preservation amongst these papers, and also make our annual proceedings a more complete record of pharmaceutical progress in this country.

### Changing Conditions of Pharmacy Affects the Treasury of the Association.

The treasurer's report will contain a statement of the number of members who have been delinquent in the payment of their fees, and who will be dropped from the rolls. The number of delinquents has been increased of late years, and it is not difficult to assign the principal reason for this state of affairs. It is due simply to the changed and changing condition of pharmacy. The pharmacist, originally a manufacturer, and a combination of chemist, botanist and merchant, has allowed the last-mentioned to greatly overshadow the others, and has become almost entirely a dealer in patent medicines, toilet articles, soda water and drugs. The laboratory is not to be found in connection with modern pharmacy. Everything which should be made is bought from the wholesaler or manufacturer. Pharmacy as a profession is apparently a thing of the past, and is now but a trade or mercantile pursuit. But I believe that we are now going through one of the transition stages in the process of evolution which governs all things, and that we will find our present troubles to have been a fire of purification in preparation for a new era in which pharmacy will be differentiated into a profession and a trade. We see evidences of this in the pharmaceutical journals and the colleges. We find the former devoting a large amount of their space to the matter of advertising and other strictly commercial topics, showing that the mercantile feature is rapidly developing. On the other hand, we find that the colleges are increasing the number and length of their courses. Subjects which some years ago were thought unnecessary or useless are now included in their curricula, and pharmacy by them is regarded as a profession alone.

### A Plea for the Business End.

Can the average individual put into practice his college instruction in chemistry, pharmacy, pharmacognosy, microscopy, etc., and at the same time look sharply after the buying and selling of the thousand and one items which go to make up the stock of the modern pharmacy? Impossible. And a change must come, and we must prepare for it. If we desire to follow pharmacy as a trade we must adopt the methods of other trades. We must buy in the cheapest market, sell as cheaply as our neighbor, use printer's ink on every possible occasion and in every possible way, and, in a word, spare no effort to increase our trade. But then we must be prepared to stand the fierce fire of commercial competition, and cannot claim, because we are druggists, any more protection than that given other merchants. As it is now, we have gone outside of our own territory and invaded

that of every other trade and added their goods to our stock under the name of "side lines." We find cigars, books, stationery, paints and oils, etc., forming the bulk of the stock of many so-called pharmacies; and we find as a rule that the proprietors of these establishments complain of their neighbors selling perfumes and patent medicines. Remedies innumerable have been proposed for the present depressed condition of pharmacy. You cannot control commerce; trade will seek its own channels in spite of laws or obstacles, and as far as I can see there is only one way out—that is, to return to pharmacy proper; devote more attention to the laboratory, cultivate more cordial feelings with the medical profession, and strive for higher ideals. The higher the standard we set up and the closer we approach to it, the greater will be the esteem in which we will be held by the public.

One of the first requisites for the elevation of the profession is more stringent pharmacy laws, and more especially as regards examinations. In this connection I would say that the section of legislation and education will present for our consideration a model pharmacy law.

### The Education of Apprentices.

Now, I wish to draw attention to what I consider a fault in all American pharmaceutical legislation. As far as education is concerned, they all begin at the wrong end. By this I mean that no supervision is exercised over students or apprentices in drug stores. It is the almost universal custom to take any boy applying for a position, without any examination as to his mental equipment and general fitness for the profession; and if he does his work reasonably well, he is promoted from errand boy to clerk, and then to dispenser, and after three or four years' service he commences to prepare for his examination, in which, by means of quiz compends and other cramming devices, he succeeds. Of course there are exceptions; but I believe that the number of college graduates is out of proportion to the number of young men employed in drug stores. If pharmacy is to become a profession, we must commence with the beginners. We must have a class of men who have acquired a sound foundation upon which to erect the composite structure which we call the science of pharmacy. If the law recognized a class of apprentices and compelled all desiring to study pharmacy to pass an examination in such subjects as arithmetic, history, geography, elementary algebra, and one modern language besides English—either German or French—before a board named by the Board of Pharmacy, and consisting of two or more well-known high school teachers, a superior class of young men would be drawn to the study of pharmacy proper. They would almost invariably become college graduates, and would aim at becoming proficient pharmacists rather than merely passing the board examination. This requirement would also lessen the numbers of clerks and pharmacists and decrease competition, which is one of the greatest evils of the present system.

### Whisky and Wine in the Pharmacopoeia—Shall They Be Dropped?

The delegation to the American Medical Association will bring before you for consideration a most important question, namely: Will the spirits and wines be retained in the next revision of the Pharmacopoeia? There is no necessity for my dilating on the evils of the liquor traffic, and the incalculable amount of injury it has done to American pharmacy. The pharmacists of the United States are at present in a peculiar and humiliating position, for just as long as liquors are sold in pharmacies, even if only on prescriptions, will we be in the eyes of the government on the same footing as saloonkeepers. It is time that this condition of things were terminated, by the complete abolition of every form of dealing in fermented or spirituous liquors. A great advance in that direction will have been taken when it will be decided to delete all such preparations from the Pharmacopoeia. For my part, I believe that the sale of liquors by pharmacists is unnecessary, and is simply the result of a bad habit into which we have allowed the public to fall. In the Province of Quebec pharmacists do not deal in liquors. The physician, when desirous of prescribing stimulants, invariably sends his patient to the grocer; and in all my experience of twenty years as a retail pharmacist, I do not believe I have had to sell a quart of liquor, except during the time I was employed in this country. I am not a temperance crank, but I think that the sale of liquor is degrading to the profession of pharmacy, and is an unmitigated evil. The only excuse which I have heard advanced for the retention of this class of preparations in the Pharmacopoeia is that we have a standard by which to test our goods.

### Weak Standards.

Now, let us examine the reliability of this standard. Under "Spiritus Frumenti" we find that the Pharmacopoeia says: "Its specific grav-

ity should not be more than .930 nor less than .917, corresponding approximately to an alcoholic strength of 45 to 50 per cent by weight, or 60 to 68 per cent by volume"—a rather wide margin. And is the test for impurities any more reliable? Under "Spiritus Vini Gallici" we find that "Its specific gravity should not be more than .941 nor less than .938, corresponding approximately to an alcoholic strength of 39 to 41 per cent by weight, or 46 to 56 per cent by volume." The tests for fusel oil, etc., are not more definite than under spiritus frumenti. An examination of the tests for wines will show that they are not any more definite. Admitting that the tests are sufficiently exact, I would like to ask, How many pharmacists test their liquor purchases to see if they answer the requirements of the Pharmacopoeia? Furthermore, of what benefit is the standard to us, when the price we have to pay for it is the leveling of the profession of pharmacy in the eyes of the government, and of the public to that of the saloon-keeper? The price is too great to compensate for any imaginary or even possible or probable advantages. I have only touched upon one phase of the question. The therapeutical aspect is one outside of our province. The strictly pharmaceutical use of wine as a menstruum I have not dealt with, but I consider that the class of wines could be very easily replaced by preparations made of the dilute spirit of the same alcoholic strength.

### How We Are Taxed to Support the For-eigner.

Another important question which we should take up is that of patent medicinal compounds. During the past ten or twelve years a number of organic compounds, principally of German origin, have been patented and introduced into this country. One peculiarity of these goods is the very high price charged here in comparison with that ruling elsewhere. I give a comparative statement of prices which obtain in the United States and in Canada:

	U. S.	Canada.
Phenacetine.....	\$1.00	\$0.35
Sulphonal.....	1.35	0.30
Trional.....	1.50	1.00
Chloral.....	0.90	0.35
Antipyrine.....	1.40	1.10

### The Operation of Patent Laws.

Now, why should the people of the United States be compelled to pay such exorbitant rates as shown here? It is simply due to the patent law of this country, which allows a patentee to cover everything within his reach. Patent laws are avowedly designed for the encouragement of inventive genius by guaranteeing to an inventor an adequate return for the trouble and study required for the invention of new appliances, new methods, etc., and it is as much to the United States patent law as to any other cause that this country owes its proud pre-eminence in the manufacturing world. In the matter now under consideration I venture to say that such a contingency was never foreseen by the framers of the law. Nor do I think it was ever intended that the law should have any such results as have come from its application to the invention or discovery of new remedial agents. One of the objects of the law was the encouragement of inventive genius. Has it operated in this case? No; for not a single new synthetic compound has been discovered and brought to completion in this country since the flood of synthetics first began to pour in. The only result has been the enriching of a few at the cost of the whole country, and as a matter of fact the American people have been paying foreigners millions annually for taking advantage of the privileges granted by the United States patent laws.

### The Operation of Patent Laws in Europe.

Looked at in any light except in that of the German patentee and his American representative, this position of affairs is intolerable, and it is for us to draw the attention of the legislators of this country to the gross iniquity perpetrated upon the sick. Germany is the home of these preparations, but an examination of the German patent law shows that such preparations as those we speak of cannot be patented. The patent law of April 7, 1891, says: "Patente werden erteilt für neue erfindungen, welche eine gewerbliche vernehmung gestatten. Ausgenommen sind: "Erfindungen, deren vernehmung den gesetzen oder guten Sitten zuwiderlaufen würde; "2. Erfindungen von Nahrungs-Genuss-und Arzneimitteln, sowie von Stoffen, welche auf chemischem Wege hergestellt werden, soweit die Erfindungen nicht ein bestimmtes Verfahren zur Herstellung der Gegenstände betreffen."

Which means that discoveries of foodstuffs or medicinal preparations or bodies which may be prepared by a chemical method cannot be patented, but that the method of preparation of these objects may be.

Now, if German manufacturers cannot patent their products in their own country, why should they be allowed to do so in this?



Turning to France, we find that the law of July 5, 1844, which is still in force, says:

"Ne sont pas susceptibles d'être brevetés les compositions pharmaceutiques ou remèdes de toutes espèces, les dites objets demeurant soumis aux lois et règlements spéciaux sur la matière, et notamment au décret du 18 août, 1810, relative aux remèdes secrets."

"May not be patented, first, pharmaceutical compounds or remedies of every sort, these articles remaining subject to the special laws and regulations on this subject, and particularly to the law of 18th August, 1810, relative to secret remedies."

Again, we find in a recent report of the commission appointed by the French Minister of Public Instruction to prepare a new pharmacy act, that they propose the following clause to be added to article 9, which sets out that none but



C. LEWIS DIEHL,  
Reporter on Progress of Pharmacy.

pharmacists shall sell remedies, either compound or simple, used in human or veterinary medicines: "Ces médicaments et leur mode de préparation ne pourront faire l'objet d'un brevet d'invention; leur dénomination scientifique ou commerciale tombent dans la domaine publique et ne pourront devenir propriété privée ni constituer à elles seuls une marque de fabrique. Les remèdes secrets restent prohibés."

"These remedies and their method of preparation cannot be made the subject of a patent. Their scientific or commercial names fall into the public domain, and cannot become private property, nor constitute in themselves a trademark. Secret remedies remain prohibited."

These quotations require no comment.

#### The Remedy.

If the patentees of these remedies were satisfied with a reasonable profit, we might not complain. Now, it might be claimed that the great expense of advertising and introducing these preparations necessitate high prices; but does it cost more to advertise these goods in this country than it does in Germany or England, or Canada, where the prices are so much lower? And is it not a fact that most of the advertising is free? Do we not see month after month communications in the medical press on the action of the new synthetics in certain affections. This is the most effective kind of advertising, and it is impossible to imagine that the journals in which these articles appear would receive pay for their publication. There is no reason for the high prices charged for these goods, but the knowledge of the patentees that with the process and product patented and the name copyrighted they have an absolute monopoly, and can charge just what they please. What we want is that the patent law be changed on the lines of the German law, which, while safeguarding the public from extortion, gives ample protection to the patentee. We should demand that products used in medicine should not be patented, and that the names by which they are known in commerce should not be copyrighted. On this subject a resolution was presented and adopted at the last convention, but it did not go far enough. I would therefore suggest that although this work would be within the province of the Committee on National Legislation, a special committee composed of one member from each State and territory and all our members residing in the District of Columbia, be appointed to undertake and carry on an agitation for the amendment of the United States patent law on the lines already indicated. I would also suggest that our delegation to the American Medical Association be instructed to bring this matter before the next convention, and secure an endorsement of that body; that we also secure the co-operation of all the State associations through their delegates present at this convention.

The address was referred to a committee composed of Messrs. Ebert, Thompson and Whitney, with instructions to report upon its recommendations.

#### Nominating Committee.

A recess was then taken to allow of the selection of representatives from the several States to serve as the Nominating Committee.

On reconvening, the secretary called the roll by States and Territories, and the following names were reported as constituting the Nominating Committee:

Arkansas—W. L. Dewoody, J. L. Sparks.  
Colorado—Charles M. Ford.  
District of Columbia—W. S. Thompson.  
Georgia—George F. Payne, Joseph Jacobs.  
Illinois—C. S. N. Hallberg, Oscar Oldberg.  
Indiana—G. W. Sloan, F. W. Meissner, Jr.  
Indian Territory—J. L. Beardsley.  
Iowa—E. D. Wangler, Fletcher Howard.  
Kansas—L. E. Sayre.  
Kentucky—A. J. Schoettlin, George A. Newman.  
Louisiana—H. V. Arvy, Dr. T. A. Quayle.  
Maryland—Charles Caspari, C. E. Dohme.  
Massachusetts—E. H. La Pierre, Charles E. Coombs.  
Minnesota—C. T. Heller, J. E. Stiles.  
Michigan—F. E. Stewart, A. B. Prescott.  
Missouri—H. M. Whelpley, Francis Hemm.  
Nebraska—J. H. Schmidt, N. E. Kuhn.  
New Jersey—W. T. Brown, J. Betzler.  
New York—Gustav Ramsperger, Caswell A. Mayo.  
North Carolina—J. Hal. Babbitt.  
Ohio—George Kauffman, L. C. Hopp.  
Pennsylvania—J. H. Miller, J. F. Patton.  
Rhode Island—M. B. Wood.  
South Dakota—E. C. Burt, L. T. Dunning.  
Texas—I. F. Orton.  
Virginia—T. A. Miller.  
Province Quebec—J. E. Morrison, H. Willis.  
Province Manitoba—Charles Flexon.  
Delegates at large—A. E. Ebert, A. K. Tilden, J. M. Good, W. F. Frost, T. F. Main.

This was followed by the reading of the minutes of the council, including some interesting communications relating to the possible reinstatement of Frederick K. Stearns, which were approved as read.

The secretary then read a communication from the Minnesota Pharmaceutical Association urging the A. P. A. to do its utmost to bring about a change in the patent laws of the United States as affecting medicines, which was referred to the Committee on National Legislation.

The secretary then read a number of communications which were referred to various committees and sections.

Among these was a communication from the Proprietary Association, concerning the establishment of fraternal relations between the A. P. A. and that organization, which was referred to the Commercial Section. A communication was also received from the American Medical Association, which was referred to the Council, and a letter conveying the thanks of the apothecaries of the U. S. Navy to the association for its work in improving the position of the military pharmacy, which was referred to the Committee on Publication.

#### Metric Weights and Measures.

H. M. Whelpley presented a resolution concerning the metric system, reading as follows:

Recognizing the convenience and scientific importance of the metric system of weights and measures, we, the members of the American Pharmaceutical Association, in forty-fifth annual convention assembled, unanimously adopt the same as the official system of weights and measures for this organization.

RESOLVED, That the members of this association be requested to make use of the metric system in designating weights and measures in papers, reports and communications presented to the organization. That the officers and committees be requested to employ the denominations of the metric system whenever weights and measures are mentioned in their circulars or reports.

This resolution evoked considerable comment and discussion, but was finally adopted as read, after which the first general session was adjourned.

#### SECOND DAY.

##### Second General Session.

##### Wednesday Morning.

The second general session was called to order at 10.30 a. m. on Wednesday by President Morrison.

The minutes of the preceding session were read and approved.

The minutes of the sixth session of the council were read by Secretary Kennedy and were adopted as read. These minutes embraced portions of correspondence between ex-President E. H. Sargent, of Chicago, and Frederick Stearns, of Detroit, concerning the reinstatement of the latter as a member of the association. Mr. Sargent had addressed a letter to Mr. Stearns upon the subject, and in reply to this letter Mr. Stearns had written a letter expressing his profound contrition for the action which had caused his expulsion from the association, nearly thirty years ago, and of his earnest desire for reinstatement. These communications had been laid before the council, but not yet acted upon by that body, and their reading before the association criticised by S. A. D. Sheppard as inopportune.

The minutes of the council embraced the following correspondence:

Chicago, August 20, 1897.

Mr. A. E. Ebert, City:

Dear Mr. Ebert—I have the pleasure to send you a letter received from Mr. Stearns in reply to one from myself to him, in relation to the proposition made by several of his old friends, to bring about a reinstatement of Mr. Stearns as a member of the American Pharmaceutical Association. You will observe he takes a very manly position, and one that can hardly fail to create a kind feeling toward him in those who do not know him, and a feeling of respect and confidence by the old friends who know him well. The many years which have passed since the event of his severance from the American Pharmaceutical Association have no doubt caused most members to forget the cause of it, and there is little reason for reviving the history of it now; to me it is sufficient that a former member and a gentleman has seen the error of his hasty decision, and is willing to



VICE-PRESIDENT GEO. C. BARTELLS.

stand upon his more recent record for vindication of his character and motives.

As I cannot be present at the meeting of the American Pharmaceutical Association, I would be glad if you will present the matter to the council for their approval, and trust that our action may be viewed favorably and receive endorsement, to the end that a worthy man may be relieved from the odium which attaches to dismissal from membership, when he confesses and repents of his hasty action of long ago.

Sincerely yours,

E. H. SARGENT.

Mr. Stearns' reply was as follows:

Detroit, Mich., August 3, 1897.

Mr. E. H. Sargent, Chicago, Ill.:  
Dear Sir—Your kind letter of August 7th, in which you ask my feelings and sentiments regarding the action of the American Pharmaceu-



tical Association in depriving me of membership, as a penalty for the violation of its code of ethics, nearly thirty years ago, and your expression of desire—having been its presiding officer at that time—to take some action now, with a view to my reinstatement to fellowship if possible, comes to me as a pleasant and grateful surprise.

The error for which I have borne the penalty for so many years would never have been committed in the light of maturer experience and reflection, and I have accepted the verdict of my peers, realizing that it was just, though, perhaps, unduly severe.

I have suffered banishment from fellowship with friends and members of the association for nearly thirty years, depriving myself of their friendship and esteem, because I did not take time to consider the far-reaching effects of not bowing to the will of the association at the time.

This I now sincerely regret; therefore, while I have never asked to be reinstated, and would not urge it now, yet I would gladly receive such treatment from the association as would show that my business career since that time justifies it in taking the action you are to propose.

Sincerely yours, **FREDERICK STEARNS.**

The secretary of the council here presented a list of twenty-two names of applicants for membership.

Mr. Kuhn moved that the rules be suspended in order to allow these gentlemen to be admitted as members of the association.

After some discussion by the general secretary, Mr. Kuhn and Mr. Kennedy, the president ruled the motion and the discussion out of order and announced that the next order of business would be the report of the Nominating Committee, which he called upon the general secretary to read.

The following recommendations were made by the committee:

For President—H. M. Whitney, of Lawrence, Mass.

For First Vice-President—George C. Bartells, Camp Point, Ill.

For Second Vice-President—William S. Thompson, Washington, D. C.

For Third Vice-President—J. A. Miller, Harrisburg, Pa.

For Reporter on the Progress of Pharmacy—C. Lewis Diehl, Louisville, Ky.

For Members of the Council—W. A. Frost, St. Paul, Minn.; Caswell A. Mayo, New York city; George F. Payne, Atlanta, Ga.

The names of offices of general secretary and treasurer having been omitted from the report, the same was, on suggestion of the general secretary, referred back to the committee for correction.

The reports of standing committees being called for, the report of the Committee on Credentials was presented and accepted as read.

The corrections in the report of the Nominating Committee having been made, it was re-read, with the following additions, and adopted:

For General Secretary—Charles Caspari, Jr., Baltimore, Md.

For Treasurer—S. A. D. Sheppard, Boston, Mass.

On motion by Mr. Good, the secretary was authorized to cast a ballot for Mr. Whitney as president, and he was declared elected. A similar course of procedure was then adopted in relation to the other nominees.

The report of the Finance Committee having been called for, Chairman Dohme announced that the committee had no report to make and no special recommendations other than those contained in the report of the treasurer, and stated that the prospects were fair for a good financial year.

George W. Kennedy here presented his twenty-third annual report as secretary of the Committee on Membership. The

report showed that of the 114 persons present at the Montreal meeting last year, 9, or about 8 per cent, had completed their membership. The percentage of those completing their membership after being invited to become members was unusually high. The new members represented nearly all sections of the country, being credited to twenty-eight States, the District of Columbia, Canada, East Africa and Paris, France. Every State and Territory is now represented by membership in the association.

On July 1, 1897, there were 241 members who, by reason of delinquency for three years or more in the payment of their dues, were liable to be dropped, a very large number, being thirty-two in excess of the number reported last year, and the largest number delinquent in the past twenty-seven years. This was, no doubt, attributable, in part at least, to the general financial depression. Another reason is that in their zeal to swell the rolls some members are not sufficiently careful as to the character of the persons whom they propose for membership.

The secretary referred with especial commendation to the efforts of W. H.



CHAS. CASPARI, JR.,  
Secretary.

Huntington, of the United States Navy, through whose efforts forty-one members of that arm of the service had become applicants for membership in the association.

The report showed that the association now had a total of 1,509 members, of whom 102 were life members, 13 honorary members, the remainder being active, contributing members. Twenty-nine deaths have occurred among the members of the association during the past year, the largest mortality for many years, while the list embraced the names of several prominent members.

The report was adopted as read. A. E. Ebert called attention to the death of an old and active member, Robert J. Brown, of Leavenworth, Kan., which had occurred but very recently.

S. A. D. Sheppard paid a tribute to the memory of the late Prof. G. F. H. Markoe, of Boston, who was also among the list of members deceased within the year.

Dr. H. M. Whelpley, for the Committee on Membership, moved a vote of thanks to the presidents of the different State pharmaceutical associations, and especially to Mr. Huntington, of the government service, for the interest taken in the work of the Auxiliary Committee on Membership during the past year.

The report of the Committee on the

Progress of Pharmacy having been called for, Mr. Diehl, chairman of the committee, by permission of the convention read only portions of the report, it being very lengthy. The report was received and referred to the Committee on Publication.

The report of the Committee on the Revision of the United States Pharmacopoeia being the next in order of business, it was referred to the Section on Scientific Papers.

S. A. D. Sheppard, the treasurer of the association, here read his report and also the report of the Auditing Committee. The reports were received and the thanks of the association extended to Mr. Sheppard for his faithful work as treasurer.

### Treasurer's Report.

The report of Treasurer Sheppard exhibited a very gratifying improvement in the financial condition of the association compared with last year:

#### RECEIPTS.

July 1, 1896, to July 1, 1897.	
Cash on hand July 1, 1896.....	\$1,342.09
Received from the sale of 12 certificates, at \$5.....	\$60.00
Received from the sale of 5 certificates, at \$7.50.....	37.50
Received from the sale of proceedings.....	40.30
Received from the sale of badges.....	16.20
Received from the sale of National Formulary.....	936.11
Received from interest on deposit in New England Trust Co., Boston.....	40.08
Received from interest on money invested in bonds (general fund).....	150.00
Received from centennial fund.....	22.33
Received from annual fees, 1894.....	\$260.00
Received from annual fees, 1895.....	425.00
Received from annual fees, 1896.....	3,545.00
Received from annual fees, 1897.....	1,870.00
Received from annual fees, 1898.....	5.00
	—\$6,106.00
	\$7,407.52
Received from life membership fee, viz., Giles G. C. Simms...	10.00
Received from Entertainment Committee of 1896 meeting, at Montreal.....	111.78
Received from Richard J. Owens, donation.....	5.00
	\$8,576.39

#### SUMMARY OF DISBURSEMENTS.

July 1, 1896, to July 1, 1897.	
Proceedings.....	\$2,482.46
Stenographer.....	125.00
Journals for reporter on the Progress of Pharmacy.....	53.36
Salaries, second half of the year 1896 to 1896.....	1,225.00
Salaries, first half of the year 1896 to 1897.....	1,225.00
Premium on treasurer's bond.....	25.00
Traveling expenses.....	111.65
Section on scientific papers.....	33.33
Section on education and legislation.....	42.77
Section on commercial interests.....	2.15
Committee on Transportation.....	14.25
Committee on Membership.....	6.30
Special Research Committee of Scientific Section.....	22.96
Special Committee on the Status of Pharmacists in the Army and Navy of United States.....	106.71
Printing and stationery.....	\$57.70
Insurance.....	15.50
Badges.....	30.00
General prizes.....	150.00
Miscellaneous expenses.....	77.57
National Formulary.....	187.99
Amount paid out for current expenses and National Formulary.....	\$6,294.70
Life membership fund.....	10.00
Total amount of disbursements.....	\$6,304.70
Cash on hand July 1, 1897.....	2,571.69
	\$8,876.39

# APPROPRIATIONS AND EXPENDITURES UNDER SAME FOR THE FISCAL YEAR JULY 1, 1896, TO JULY 1, 1897.

	Appropriation.	Expenditure.
Proceedings .....	\$3,000.00	\$2,482.46
Stenographer .....	125.00	125.00
Journals for reporter on Progress of Pharmacy .....	60.00	53.36
Salaries .....	2,450.00	2,450.00
Premium on treasurer's bond .....	25.00	25.00
Traveling expenses .....	111.65	111.65
Section on Scientific Papers .....	125.00	83.83
Section on Legislation and Education .....	50.00	42.77
Section on Commercial Interests .....	50.00	2.15
Committee on Transportation .....	60.00	14.25
Committee on Membership .....	25.00	6.30
Special Research Committee of Scientific Section .....	74.78	22.96
Special Committee on the Status of Pharmacists in the Army and Navy of United States .....	147.50	106.71
Printing and stationery .....	370.00	357.70
Insurance .....	30.00	15.50
Badges .....	30.00	30.00
General prizes .....	150.00	150.00
Miscellaneous .....	103.36	77.57
Unexpended balance .....		\$6,106.71
		880.57
	\$6,987.28	\$6,987.28

Several items of financial interest during the year just closed deserve special mention:

Our cash balance last year was \$1,342.09. This year it is \$2,571.69. This increase of \$1,229.60 is a very pleasant fact and should be noted. This is probably due to several causes, as follows:

First—The Entertainment Committee for the meeting at Montreal sent us \$111.78, balance on hand after paying all expenses.

Second—The amount from the sale of National Formulary over the cost of the same during the year was \$748.12.

Third—Another specially noticeable feature is the fact that our expenses for the proceedings the past year have been diminished materially, thanks to our worthy general secretary and the Committee on Publication.

The following items received from the secretary show a decrease in cost of volume 44 as compared with volume 43 of \$939.47:

	Volume 44.	Volume 43.
Composition, paper and press work .....	\$1,798.06	\$2,485.19
Binding .....	272.20	332.87
Illustrations .....	28.79	30.50
Expressage .....	325.40	496.93
Postage .....	31.00	11.20
Journals for reporter .....	53.36	59.59
Stenographer .....	125.00	157.00
Reporter's salary .....	750.00	750.00
	\$3,393.81	\$4,323.28

Fourth—In the alphabetical list of payments accompanying this report it will be seen that more than 200 members have paid for two years or more during the past twelve months. This probably indicates that the members generally are noting the list of payments published yearly and desire to get their names into the current volume with the prompt men who have paid up for the year. It is to be hoped that more of our members will audit their own accounts by this published list.

During the year just closed, as well as for one or two previous years, great difficulty has been experienced in collecting the annual dues. At the annual meeting in Montreal the number of members in arrears was so large that your treasurer held several very earnest conferences on the subject with leading members of the association, and it was agreed by all that the general depression in business was so great that it would be wise to hold as many as possible on the roll for another year. This was done, personal letters were written to the delinquents, and only sixty-seven were dropped for non-payment of dues, although more than twice that number were in arrears.

At the present time 241 members are three years or more in arrears. So many of our old and formerly active members are among the delinquents that the treasurer feels it his duty to recommend in many cases that their dues be remitted and their names placed on the list of resignations, instead of on the dropped list.

## PROSPECTIVE ASSETS.

Not counting what is due from members whose names will probably be dropped from the roll at the next annual meeting, and also from members whose residence is unknown, there is now outstanding on the books of the association:

Annual dues for 1896 .....	\$960.00
Annual dues for 1897 .....	3,805.00
	\$4,765.00

Respectfully submitted,

S. A. D. SHEPPARD, Treasurer.  
Boston, Mass., July 1, 1897.

The secretary gave notice that Mr. Hallberg had proposed the following change in the by-laws: Strike out from chapter 5, article 3, third and fourth lines, the following words: "On the changes in conditions of pharmaceutical institutions." Action was deferred on same until the last general session.

The report of the general secretary having been called for, Mr. Caspari prefaced the report with the remark that much of the work coming to the office of the general secretary was reported and would occur in connection with the president's address, Committee on Publication's report and treasurer's report, and stated that there was nothing left but to report the financial conditions which had been placed in the hands of the general secretary. The report was here read and took the usual course. The general secretary stated that the books of the secretary had been audited and the report would appear later.

The secretary then read the report of the Committee on Publication, which was approved as read. The total profits accruing from the sale of the National Formulary was shown

the results obtained in the destructive distillation of linseed oil, the third prize to W. O. Richtmann and Edward Kremers.

The Committee on Ebert Prize announced its award to James W. Knox and A. B. Prescott for their paper on the caffeine compounds of kola.

The president here announced that special committee reports would be in order, the first one being on president's address. The president also gave notice that immediately after the report on president's address the convention would proceed to take up the report of the special committee on time and place of next meeting.

It was moved by Mr. Hallberg that the applicants whose names were read at the previous session, and who had complied with all the by-laws, be admitted to membership. This motion was seconded by several.

After some discussion by Messrs. Hallberg and Dohme, the president declared the discussion out of order and called for the report of the Committee on President's Address, which was read by Mr. Ebert, chairman of the committee.

## LIQUOR IN THE PHARMACOPOEIA.

The report of the Committee on the President's Address was taken up and discussed. President Morrison had recommended the dismissal of wines and liquors from the Pharmacopoeia, and in this recommendation the committee concurred.

H. M. Whitney, of Massachusetts, opposed the adoption of this recommendation, on the ground that the sale of liquor was a necessary evil in the drug business. Its handling involved great responsibility, it is true, but this responsibility should be met—not shirked. If the pharmacist admitted that he had not enough moral courage to handle liquors the legislators would at once say that if he could not safely handle liquors he certainly could not handle morphine, cocaine and similar narcotic drugs.

Caswell A. Mayo, of New York, opposed the dismissal of liquors from the Pharmacopoeia on the ground of its utter futility, so far as the keeping of them in the drug stores was concerned. So long as physicians ordered liquors, just so long would they be kept by pharmacists, and unfortunately the physicians as a class neither knew nor cared whether anything were in the Pharmacopoeia or not. When they wanted to order anything they did so regardless of the Pharmacopoeia, and they expected the druggist, and the public expected the druggist, to keep all the medicines ordered. Mr. Mayo eulogized the liquor law of Massachusetts, as now administered.

S. A. D. Sheppard, who devised the existing license regulations in Massachusetts, outlined the law and spoke of the excellent results following its introduction in its present form.

W. C. Alpers and W. H. Torbert spoke in opposition to A. E. Ebert in favor of the proposal to dismiss liquors from the Pharmacopoeia.

On motion of S. A. D. Sheppard, the report of the committee was concurred in, except the clause recommending the dismissal of liquors from the Pharmacopoeia.

Mr. Kuhn moved that the report of the Committee on Time and Place of Next Meeting be deferred until near the end of the session, and to be immediately preceded by the consideration of the names proposed.



S. A. D. SHEPPARD,  
Treasurer.

to amount to \$3,834. On motion of Mr. Ebert, the secretary was requested to bring to the annual meetings a number of unbound copies of those parts of the proceedings which give the list of officers and the place where meetings have been held, the constitution of the association and also list of members by States. The report of the chairman of the Committee on General Prize requested the secretary to read the report, which he did, and, there being no objection to the report taking the usual course, it was so ordered.

Mr. Hallberg gave notice of a proposed change in the by-laws governing the rules on the general prize to the effect that the committee be required to report one year after the time of the meeting instead of six months, as heretofore.

The Committee on Prizes announced the award of the first prize to J. W. Knox and A. B. Prescott for the paper on the caffeine compounds of kola, the second prize to S. P. Sadtler for his paper on

Mr. Dohme moved to proceed to the election of members. Motion was duly seconded.

Mr. Hallberg again called for the reading of article 2, chapter 7, of the by-laws on membership. The secretary read same, and Mr. Hallberg moved that the members whose names had been posted be declared members of the association, providing they had complied with the by-laws.

Mr. Kuhn seconded this motion and withdrew his own motion. Mr. Dohme also withdrew his motion with the consent of his second. The motion was here put and carried.

After a recess of five minutes to allow the new members to sign the constitution, the report of the Committee on Time and Place of Next Meeting was called for.

Mr. Sheppard announced that there were three reports, Messrs. Sheppard, Dohme and Jacobs recommending Baltimore, Mr. Kuhn recommending Omaha, and Mr. Miller recommending Richmond.

Mr. Sheppard moved that the three reports be received and that the members of the committee be allowed to speak first, according to the usual custom.

Messrs. Sheppard, Dohme and Jacobs then spoke in favor of meeting at Baltimore, and were followed by Mr. Kuhn, who addressed the convention, urging them to come to Omaha, after which Mr. Miller, of Richmond, spoke in favor of meeting at Richmond.

It was moved by Mr. Torbert, in order to bring the question to a conclusion, that a ballot be taken and that the city having the lowest number of votes be dropped in the second ballot, and that the ballot proceed until a decision be reached by a majority vote. Upon being put, the motion prevailed.

The president then appointed as tellers Messrs. Mayo, Bartells, Frost and Bobbet, and the convention proceeded to ballot.

The ballot having been taken, the chairman, Mr. Mayo, announced the result as follows:

Whole number of votes cast, 92, of which one was defective and thrown out. Of those, 34 were cast for Omaha (35 with the defective one), 49 for Baltimore, and 8 for Richmond; number of votes necessary to a choice, 47.

Mr. Sanders, having voted for Omaha, moved that the vote be made unanimous for Baltimore. Motion was seconded by Messrs. Kuhn and Miller and, upon being put, prevailed.

Mr. Sheppard moved that the time of meeting be made the last Monday in August, which motion was seconded by Mr. Sayre.

Mr. Hallberg moved as a substitute that it be made the third Monday in August, which motion did not receive a second.

It was moved by Mr. Mayo, as a substitute, that the selection of the date be left to the council, which motion did not receive a second.

On motion, as a substitute, by Mr. Hallberg, consideration of the time of meeting was deferred to the last general session. The second general session then adjourned.

## First Session of the Section on Commercial Interest.

Wednesday Afternoon.

At 2.45 on Wednesday afternoon Presi-

dent Lewis C. Hopp, of Cleveland, called the Section on Commercial Interest to order. In the absence of Secretary D'Avignon John F. Patton was selected to act as secretary pro-tem.

### Welcome from D. R. Noyes.

D. R. Noyes, of Noyes Bros. & Co., was introduced by the president, and welcomed the section to the hospitality of Minnesota. His address was bright with witticisms and full of good humor and hearty greeting.

Chairman Hopp then read his address to the section as follows:

### Address of Chairman of Commercial Section.

This is my first appearance before you as chairman of the Commercial Section. I was not present at the meeting of this section at the Montreal meeting last year and was greatly surprised when entering the hotel, after the section had adjourned, to have members of this association come to me and ask where I had been, congratulating and telling me I now had the opportunity of my life. On inquiry, was told I had been elected chairman of this section. Now, gentlemen, this placed me in a predicament; for shortly after, another member, with congratulations, remarked:

"Well, you see, Hopp, it's this way: The members get so much science in the 'Scientific Section' and such an abundance of education and legislation in the 'Educational and Legislative Section' that they must reserve some part of the meeting for fun, and the 'Commercial Section' is where they get it."

These remarks gave me something to think of. I enjoy fun, but, gentlemen, let me tell you, the commercial side of pharmacy is not play, and this "Commercial Section" must be the foundation-stone of this association—the "pillar of support" to the Scientific, Educational and Legislative Sections. The majority of our mem-



J. E. MORRISON,  
The Retiring President.

bership is composed of men compelled to battle in a commercial way, and it is through and by them that our association gets its sustenance, thus enabling this association to publish a report of its proceedings, which is the peer of all similar reports published in the world.

Some time since one of the pharmaceutical journals sent out a circular in reference to the abolishment of this section and requested written opinions for publication. Almost all of the opinions for its discontinuance are based on the "cut rate" problem, because this association did not, through this section, succeed in upholding prices and succeed in keeping these same nostrums out of "general or department stores."

The trouble with this Commercial Section, so far as I can see, is that it has been allowed to get into a rut, just as a retail druggist is apt to do if he is neglectful of his business. This association got into the "cut rate" rut, and has been in it from the first meeting after its formation until this present time; in fact, it was fed on cut rates, and it is a wonder to me it has lived as long as it has.

What have we to do with nostrums? What are they? We don't know. A firm puts the complex thing, as a public cure-all, up and charges \$8 per dozen for a bottle that retails at \$1. It is something that cures a corn on the little toe or a bump on the bald head. These nostrums are one of the outside conditions of our business; they have come to stay, and we must meet that condition. Before this section adjourns we will probably hear more or less re-

garding a circular issued by a well-known malt extract firm" containing a plan to stop cutting of prices; one of said committee is an honored member of this association and will speak for himself. "They builded better than they knew." This is, I believe, the motto of the N. W. D. A., which motto, I take for granted, referred to the inauguration of the rebate plan or the signing of a contract by the jobber, who agrees not to cut the wholesale prices of the manufacturer. If a jobber will not sign such a contract, he cannot secure the goods. Now, if they will only go a little further, provided both manufacturer and jobber are sincere, and make said contract read that the jobber must secure a contract from the retailer before he sells to him, a similar promise that he will uphold the minimum price placed on the goods by the manufacturer, a step further may be taken.

Trade-Marks and Patents.—This question should be taken up by this section vigorously and energetically. We should not give the subject one moment's rest until the obnoxious part of "trade-mark and patent laws" referring to medication is changed in such a manner that pharmacists will no longer be imposed upon.

Such preparations as phenacetine, sulfonal, trional, etc., monopolistic products from Europe, outrage every citizen in this country. This section should formulate some plan—not a set of resolutions, but a practical plan—and present it to each State association, with the request that they appoint a committee from each State; also, enlist the National Medical Association and the various State medical associations to go to Washington prepared to have obnoxious sections of the "trade-mark and patent laws" changed. Of the 30,000 druggists in this country, fully 15,000 of them will be willing to give, at the lowest, \$1 apiece towards the honorable enforcing of our claims. This fund should be collected by and through the various State associations and, by them, turned over to a committee appointed by this association having this matter in charge, to be used to pay legal and committee expenses. Said committee should have full power to issue whatever circular may be necessary and employ attorneys and lobbyists as they deem best.

This Commercial Section should give the matter of the revision of the Pharmacopoeia closer consideration than has been done heretofore from a commercial standpoint. This valuable work, from a scientific point of view, is considered perfect for the present time, but pharmacy has a commercial side not altogether in accordance with science. No doubt eliminations and additions can be made, and if made with a commercial idea in view, this work will become much more popular. This section should also consider the standard valuation of drugs and of their preparations. The Pharmacopoeia is all right, viewed from a scientific point of view, but it is altogether too exacting from the commercial. I advise that we recommend the adoption, so far as possible, of limits of valuation, minimum and maximum.

The 50 per cent tinctures question has been brought up before this association for a number of years, yet nothing has been done towards their adoption. Scientific men, after more or less discussion, will state that it is too radical a change, and we should wait until more or less demand is made for them. I would like to know how are we to have such a demand made? The manufacturers surely will not make an effort to introduce such preparations, for thereby they will lose one of the best arguments they now have for the factory-made extract. To the retailer they—some, at least—will say: "You can't possibly extract your drug so thoroughly and cheaply as we, for you must work small quantities, and we make from 50 to 100 pounds at a time." To the physician they use the argument: "A retailer cannot make one or two pounds and extract all the virtue out of a drug as do we, the manufacturer, for we work up 100 pounds at a time." With 50 per cent tinctures every retailer can, in a majority of cases, exhaust the drug thoroughly; besides he can, and will, take particular pains to make them, knowing there will be no great loss of alcohol as is the case in the making of fluid extracts. Another point is, these preparations can readily replace the present tinctures of the Pharmacopoeia, if only for the extra convenience of uniform medical strength. With 50 per cent tinctures, every physician will be able to write his prescription for tinctures based on the drug dose, and he will not be bothered with the drug strength of the tincture as at present, where they vary from 5, 10, 15, 20 to 50 per cent. Of what use is it to the physician to know the dose of the drug when he has forgotten, or probably never knew, the drug strength of the tincture? I have frequently put up prescriptions written tinct. so to make a given quantity of the drug in each dose, thus showing that the M. D. did not know whether tinctures were 5 or 10 per cent. He wanted a tincture, not a fluid extract, and he wanted to give a specific amount of the drug. It will also be of great value to colleges of pharmacy, and particularly to students. It will relieve them of trying to

retain the particular amount of drugs in tinctures made according to our present Pharmacopoeia.

The statement has been made that the Pharmacopoeia cannot introduce articles or preparations until they have become of sufficient or known value. Who is to introduce them? Is it not the manufacturer? Is it not true that a manufacturer's name clings to such a preparation after it is adopted by the Pharmacopoeia? And how does the manufacturer introduce it? By printer's ink! Now, that is what this section should do—insist on the adoption of 50 per cent preparations, formulate a circular, send it to the various State associations, and through them they will be distributed to the retailer and physician. Also instruct the delegates to the American Medical Association to introduce the clause advocating such preparations.

From a commercial standpoint, this section should urge the Section on Legislation to bring about the interchange of "certificates of registration" by State Boards of Pharmacy. The non-interchange is not so much a hardship as an annoyance, frequently preventing a pharmacist of one State from employing a first-class man residing in another.

I will give an example: A New York pharmacist, registered by examination, is out of a position and finds it impossible to get a situation in his own State; however, he has an offer from Cleveland, O., which he accepts. This, we will say, occurs in November. Upon his arrival he finds the board had met there early in October and the next meeting of said board will be held in Cincinnati the following January, or two months after his arrival in Cleveland. He must then travel 264 miles to be examined, and after that wait two or three weeks for the board to finish examining the papers—all this time (nearly three months), according to the strict letter of the law, he cannot practice pharmacy in Ohio. Gentlemen, this is not only an annoyance, expensive, but a hardship, and this section, I hope, will take this subject up and secure interchange of certificates so that this state of affairs can exist but a very short time.

Gentlemen, I thank you for your kind attention and await your further pleasure.

The address was received with applause and was referred to a committee composed of Messrs. Stewart, Ebert and Good for consideration.

A communication was read from the Proprietary Association, suggesting the appointment by the association of a Committee on Fraternal Relations to co-operate with a similar committee appointed by the Proprietary Association.

Mr. Ebert said that he regretted that his name had appeared on a pamphlet sent out by the Pabst Brewing Co., and stated that he had never read the entire pamphlet, otherwise his name would have been withheld. He stated that he had a plan to prevent cutting which would be perfectly feasible if the proprietors really desired to prevent cutting.

#### Mr. Ebert Revises the Central Depot Idea.

Mr. Ebert's plan was based upon the fact that manufacturers make it a practice to prepay freight upon quantities of their goods. He proposed that these goods be sent to central distributing depots in large centres and that proprietors sell to jobbers at their present rates from these depots in dozen quantities, and that they sell to retailers in smaller quantities at the same rate that the retailer now pays the jobbing druggist.

It was suggested by a member that this plan was practically identical with that discussed at some length in the National Wholesale Druggist Association and by the proprietors some time since.

#### On Fraternal Relations.

S. A. D. Sheppard moved that the committee of the section be appointed a Committee on Fraternal Relations.

Mr. Werner inquired whether the proprietors had a representative present, and if so, why this representative did not present any plan which the proprietors might have for discussion.

Mr. Ebert said that when the retailers had gone to the Montreal meeting of the N. W. D. A. Mr. Eliel, who had been so eloquent in welcoming the association

to Minnetonka Beach, informed the retailers that "God helps him who helps himself," and that in his opinion it was incumbent upon them to help themselves, as the N. W. D. A. could do nothing for them.

Karl Simmons spoke of the results of manufacturing by co-operative associations, and said that the only thing for the retailers to do wherever cutting occurred was to cut to the very bottom price and to push their own co-operative goods. He believed that the spread of the co-operative idea in the manufacturing of household remedies had administered a very severe blow to the proprietary medicine houses, and that this was why the proprietors were now more anxious to consult with retailers than heretofore.

Mr. Werner moved that the communication be received and acknowledged.

Mr. Dohme supported the motion on the ground that a communication of this character demanded a courteous acknowledgment which did not necessarily carry with it any action on the part of the section.

W. S. Thompson said that he had himself drawn up a plan in consultation with proprietors some years since. That when the question of laying this plan before



EDWARD SHUMPLIK,  
Local Secretary.

the retail trade to secure their co-operation was discussed the proprietors had furnished all of the necessary funds, as he had not been in a position to pledge any of the funds of the A. P. A. The results of this interrogation of the trade as to their views on the cut-rate question had convinced him that it would be impossible to devise any plan which would meet with the approbation of the entire retail trade. The opposition to the tripartite plan had come from the retailers themselves, and in so far as the action of the Proprietary Association on this particular occasion was concerned, Mr. Thompson said that he could not agree with Mr. Ebert, for they had shown every disposition to aid the retailer.

After discussion by various members, some of whom proposed to table the communication, it was formerly received and the secretary instructed to acknowledge its receipt.

#### Unsalable Patent Medicines.

Mr. Sheppard suggested as a topic for discussion the question of disposing of the accumulated stock of unsalable remedies which could be found upon the shelves of every retail druggist. Much of this stock would, no doubt, be salable in other sections than those in which it had accumulated, and he suggested that the commercial section endeavor to devise some plan for the exchange of this unsalable stock.

Several members here directed attention to the fact that a number of firms had engaged in the handling of just such remedies and no action was taken upon the suggestion.

The Committee upon President's Address here presented its report approving of the recommendations contained in that address, which report was adopted.

Mr. Torbert directed attention to the inconsistency of the attitude assumed by the section upon the topic of this recommendation, for the recommendation itself was at variance with the action just taken by the section concerning the fraternal relations with the Proprietary Association. The failure to appoint a Committee on Fraternal Relations rather indicated a disposition upon the part of the section to discontinue its efforts to secure any change in the cut-rate conditions, whereas the president recommended that this question still be agitated.

The nomination and election of officers of the section was then entered into, the following being elected: Jos. Jacobs, of Atlanta, chairman; J. Hal. Bobbitt, of Raleigh, N. C., secretary.

N. A. Kuhn, of Omaha, H. F. Hasselbrock, of St. Louis, and E. C. Bent, Dell Rapids, S. D., committee.

The officers were introduced by Clay W. Holmes and Chas. Holzhauser.

The election of Mr. Jacobs was in the nature of a surprise to all concerned, Mr. Jacobs not being in the room at the time of the election.

On being introduced to the section, Mr. Jacobs said that he feared the section was making an error in electing him to this office. He was wholly unable to comprehend the significance of the move, and the only theory upon which he could account for his nomination was that it was desired to kill the section, and that he had been elected as the presiding officer with a view of finishing up the work as rapidly as possible. He stated that his views as regards the cutting of prices on proprietaries were thoroughly known to every member present, and that he was not only a cutter, but was proud of it. What measure of success he had won had been along these lines, and the section could not, and certainly should not, expect him to abandon convictions which he had held for so many years. If the members, however, believed that he could serve the association by acting as chairman he would do so and would do everything that lay in his power to make the section a success.

Several members here gave expression to their confidence in Mr. Jacobs' ability to do good work for the section, saying that a man who had made a success in everything which he had undertaken heretofore would be most apt to make a success of this somewhat thankless task of the chairmanship of the Commercial Section.

There being no further business the Commercial Section adjourned.

## THIRD DAY.

## First Session of the Scientific Section.

## Thursday Morning.

Chairman William C. Alpers, of New Jersey, called the session to order at 9.45 on Thursday morning, August 26th. In the absence of both Messrs. Coblenz and Scoville, members of the committee, Mr. Kauffman was nominated as secretary pro-tem.

The chairman stated that while the next order of business was the reading of his address, he would like to have that postponed, as he had touched upon many subjects which he thought would be of interest to those who believe in the purely commercial side of pharmacy, and he would, therefore, prefer if the rest were willing to postpone the reading until a fuller audience was in attendance, as probably would be the case at the evening session. The suggestion was agreed to.

Mr. Caspari submitted a brief verbal report from the Committee on Indicators. The statistics of the report were submitted for publication and the report accepted and adopted. In the absence of Chairman Prescott the report of the Committee on Scientific Research was deferred until a later session.

Edward Kremers and W. C. Alpers were both nominated for the chairmanship of the section. This was followed by some discussion as to whether it were not an unwritten law of the section that a new chairman ought to be elected each time. Mr. Alpers accepted the nomination and Mr. Kremers' name was withdrawn. George B. Kauffman was put in nomination for the secretaryship of the session. Owing to the small number in attendance the following papers were read by title only:

"Standards for Linseed and White and Black Mustard Seed," by J. U. Lloyd; "Comparative Structure of Hyoscyamus, Belladonna and Stramonium Leaves," by J. C. Schlotterback; "Examination of Powdered Vegetable Drugs," by Henry Kraemer; "Sulphur Precipitatum," by T. D. Reed; "Is Glucose or Grape Sugar of Any Value as a Preservative in Syrup," by David Walker; "Gelsemic Acid," by Virgil Coblenz; "The Effect of Temperature Upon Percolation," by H. Smith; "Chemical Bibliography of Morphine," by H. E. Brown.

A discussion was entered into here as to the action of the chairman in not printing the paper by H. DeForest Smith on "The Effect of Temperature on Percolation," this gentleman not being a member of the association. On motion the papers took the usual course, and the first session of the scientific session adjourned.

## Second Session of the Scientific Section.

## Thursday Morning.

The meeting was called to order at 10.10 a. m., immediately after the adjournment of the first one.

The first order of business was the reading of the minutes of the previous meeting, but upon motion, which was duly seconded, this was postponed.

The next order of business was the election of officers, which was duly postponed until the third session.

The next order of business was the report of committees, but there were none to report.

The election of two members for the Research Committee was also postponed until the third session.

The next order of business was the reading and discussions of papers, but there being none, a motion was made to adjourn. This motion was duly seconded and prevailed, and the meeting adjourned until 8 o'clock in the evening.

## Third Session of the Scientific Section.

## Thursday Evening.

Wm. C. Alpers called the section to order on Thursday evening at 8.30, and in the absence of the secretary, F. G. Ryan was made secretary pro-tem. James M. Good took the chair, while Mr. Alpers presented his address as chairman of the section.

This address is printed on page 132.



GEO. F. PAYNE,  
Member of Council.

The address was received with thanks, and the recommendations contained in it were referred to the Section of Education and Legislation for discussion, after which the section proceeded to the reading of papers, the first of which was on

## The Caffeine Compounds in Kola.

By A. B. PRESCOTT,  
Ann Arbor, Mich.

This paper, which was read in abstract only, was a continuation of the report of the work done by Mr. Prescott and Mr. Knox and reported on by them at the last meeting of the association. The results of the recent investigation seemed to establish quite clearly that the caffeine compound in kola is not a glucoside, but is distinctly a tannin belonging to that class of tannins which are termed "sugar-bearing," in that they yield a minute proportion of sugar upon hydrolysis. The bromine derivatives up to the hexa-derivatives had been prepared and yielded on analysis results indicating a composition of  $C_{14}H_{10}O_8$ .

Mr. Prescott spoke at some length of

the chemical constitution of the compound.

Mr. Edward Kremers referred to the recent investigations of the true character of tannin by Kunz-Krause, and published by him in the *Berichte*, which threw some light upon the subject in hand.

The next paper presented was on:

## Practical Bacteriology for the Pharmacist.

By OWEN W. KRUEGER,  
Kansas City, Mo.

The author gave a number of excellent reasons why the pharmacist should extend his sphere of knowledge and usefulness into the realm of bacteriology. He himself had found that he could be of much service to the physician in bacteriological work, for those physicians who were most competent to do this work did not have sufficient time at their disposal, while those who had sufficient time were not qualified to do it satisfactorily. The work is of intense interest from a theoretical point of view and has proven quite remunerative.

He then gave a few of the cases in which bacteriological diagnosis was of very great value, and described the stains used in the recognition of the tubercle bacillus, diplococci, the Klebs-Loeffler bacillus and the typhoid bacillus.

The paper was referred to the Publication Committee after a brief discussion, which brought out the fact that a bacteriological laboratory, including a microscope, could be fitted up at a cost of from \$100 to \$300.

Queries from various members elicited the information that the fees ranged from \$5 to \$50 for an examination, and other members testified that the work was not only interesting but was very profitable.

Mr. Prescott stated that there was a very rapidly-growing interest in the subject of bacteriology among students. To become an expert bacteriologist, however, required a broad foundation of special knowledge of physiology, histology, microscopy and biology, and without such a preliminary education one could not hope to accomplish much in the field of bacteriology.

The next paper was on:

## The Assay of Volatile Oils.

By EDWARD KREMERS,  
Madison, Wis.

The author introduced the reading of the paper by a brief dissertation upon the meaning of the term "Volatile Oil," which was most vague and unsatisfactory, but which answered as well as any other title yet devised to describe the class of compounds to which it was applied.

The recent advances in chemistry had enabled chemists to learn something of the true character and composition of these oils and to induce the chemist to endeavor to effect their assay. In many cases, however, we did not as yet know what constituent to base the assay upon. A few years since we were content to base our estimate of the value of peppermint oil upon the amount of menthol contained in it, but we have found that the menthol esters must be taken into consideration, some of which are, like the menthol sulphide, exceedingly obnoxious. The paper was only read in abstract and was then referred to the Committee on Publication.



### Second Annual Report of the Research Committee.

Mr. Prescott, as chairman of the Research Committee, here presented a report giving a summary of the work done by that committee or under its auspices during the past year. This report showed that work upon assaying volatile oils had been done by Mr. Kremers, as had just been reported by him. The constitution of commercial oil of bay was now being studied by the same gentleman, who was devoting much attention to the pure chemistry of the subject. Prof. J. U.



W. A. FROST,  
Member of the Council.

Lloyd had taken up the study of black and white mustard. The same author had compiled a bibliography on the subject of gamboge and acacia. Investigations of results of making syrups with glycerin instead of cane sugar had been men working in his laboratory, and these investigations would be continued and reported on later. L. E. Sayre had carried on his studies of taraxacum and would report upon the results of his investigations. Mr. Prescott himself had given some attention to the per-haloids, and would present a paper on "Alkyl-Bismuth Iodide." A study had been made of *Aralia nudicaulis* by Messrs. Alpers and Murray, which would be presented later. R. H. True had carried out a series of studies on the toxic action of phenols on plants, and this would be presented by title. H. E. Brown, Ph.B., had prepared an exhaustive chemical bibliography of morphine down to the year 1895. This work was most voluminous, and arrangements had been made under which it would be published in a journal, which would furnish reprints to the association for distribution among its members. The report of the committee was accepted and concurred in, and Messrs. Edward Kremers, of Madison, Wis., and A. R. L. Dohme, of Baltimore, were elected members of the committee to succeed Messrs. Kremers and Coblenz, whose term on the committee expired with this year.

Leo Eliel, as chairman, submitted the report of the

### Committee on Revision of the Pharmacopoeia.

Your Committee on the Revision of the United States Pharmacopoeia respectfully submits the following:

**PODOPHYLLUM.**—As podophyllin is the active principle, a podophyllin requirement should be established. Even though but little of the root or extract of it are used, it is in the line of advanced ideas and brings our pharmacopoeia abreast with our knowledge of to-day to have incorporated in it such facts as we know. As the process of assaying the drug and obtaining the purified podophyllin U. S. P. is a simple one, it should be adopted as such, or in a modified form. Four per cent of purified U. S. P. podophyllin appears to be an average good yield from resinous prime root.

**PRUNUS VIRGINIANA.**—Wild cherry bark has been investigated by members of our association, and it has been established that the bark can readily be assayed and its value be determined. A process of assay should be adopted and a standard hydrocyanic requirement be established.

**SANGUINARIA.**—Blood root has an active principle, sanguinarine, and as this can readily be determined, a process of assay should be adopted and a sanguinarine requirement established.

**SARSAPARILLA, QUILLAYA and SENECA** have similar properties, and their active principles are similar and allied. These principles should be investigated and closely compared. Methods of assay and standard requirements should be established so as to give pharmacists a means of determining their merits and value independently of the crude microscopical methods now necessarily only employed and which can have no real value. If, as has been maintained, soap bark and senega root have the same therapeutic value and can be interchanged, the more valuable one should be determined and adopted and the less valuable one dropped.

**STROPHANTHUS.**—The most valuable variety of this drug should be adopted and the less valuable varieties excluded by the Pharmacopoeia, and a method of assay for determining the strophantin adopted as well as a minimum content of the same.

**SYRUPUS ACIDI HYDRIODICI** is not a stable preparation, and it is doubtful if it can be made such. A concentrated solution of hydriodic acid can be made that is stable and from which the syrup can be made as wanted for dispensing. Such a solution should be substituted for the syrup.

**SYRUP OF GARLIC.**—This syrup is practically obsolete, as far as usefulness is concerned. It hence has no longer any excuse for being in the Pharmacopoeia and should be dropped. But if retained in the Pharmacopoeia, the quantity of dilute acetic acid should be reduced, for if made with a good quality of garlic, the finished product, according to quantities now directed to be used, will yield about 100 Cc. more than the 1,000 Cc. that the Pharmacopoeia directs.

**VANILLIN** has been recognized as the odoriferous and valuable principle of vanilla beans, and is a definite chemical compound whose purity can readily be determined. It should be made official, especially as its use is becoming general among pharmacists.

**MUCILAGO ACACIA** may be kept for an indefinite time, if 25 per cent of the water directed to be used is replaced with liquor calcis, and we recommend its adoption in the Pharmacopoeia.

**TINCTURA MOSCHI.**—The Pharmacopoeial requirement of 5 per cent strength is too great, and wasteful, as this amount of musk will not be exhausted by the process now directed. The strength should be reduced to 2 per cent and 100 Cc. of the water, replaced by liquor calcis.

**METHYL ALCOHOL** may now be obtained of a high degree of purity, and the use of such purified wood alcohol should be sanctioned in the manufacture of such preparations as Linimentum Saponis, Linimentum Saponis Mollis, Linimentum Sinapis Compositum, Spiritus Myrciae, Tincturae Arnicae Florum, Tincturae Benzoini, Tincturae Cantharidis, and Tincturae Iodi. Samples of these preparations with purified wood alcohol are herewith submitted for your inspection.

It was the intention to submit at this meeting a line of samples of fluid and solid extracts of alkaloidal drugs with wood alcohol as a solvent, but in order to obtain trustworthy results find that individual experiments have to be repeated a great many times. The practicability of using methyl alcohol in the manufacture of alkaloidal solid extracts was tested on the following drugs:

Aconite, belladonna, cinchona, henbane, and stramonium. Methyl alcohol does wholly extract the alkaloids of these drugs.

In case of aconite, belladonna, nux vomica and cinchona, the volume of menstruum for total exhaustion was ascertained. Two portions of the drug (100 Gm. each) were packed in separate percolators and were exhausted under the same conditions and at the same rate of flow—one portion being exhausted with official menstruum, the other with a menstruum differing from the official in containing pure methyl alcohol in place of official ethyl alcohol.

The percolation was conducted with ordinary percolators, and in the manner ordinarily employed in retail stores who follow the specifications of the U. S. P.

### Results.

Drug.	Volume of Menstruum Required for Total Exhaustion.	
	Ethyl Menstruum.	Methyl Menstruum.
Aconite.....	450 Cc.	550 Cc.
Belladonna....	695 Cc.	700 Cc.
Nux vomica....	950 Cc.	1,000 Cc.
Cinchona.....	Data not at hand.	

The first and the second 100 Cc. of percolate were assayed with the following results:

Drug.	First 100 Cc. of Ethyl Percolate.	First 100 Cc. of Methyl Percolate
Aconite.....	0.49 Gm. Total alkaloid.	0.48 Gm. Total alkaloid.
Belladonna....	0.437 Gm. Total alkaloid.	0.458 Gm. Total alkaloid.
Nux vomica....	1.437 Gm. Total alkaloid.	1.437 Gm. Total alkaloid.
Cinchona.....	Data not at hand.	
Drug.	Second 100 Cc. of Ethyl Percolate.	Second 100 Cc. of Methyl Percolate
Aconite.....	0.135 Gm. Total alkaloid.	0.135 Gm. Total alkaloid.
Belladonna....	.0578 Gm. Total alkaloid.	.04814 Gm. Total alkaloid.
Nux vomica....	.733 Gm. Total alkaloid.	.688 Gm. Total alkaloid.
Cinchona.....		

The total alkaloidal strength of the drugs operated on was also ascertained. The data are not at hand, but will be used later.

The solvent power of methyl alcohol for non-alkaloidal plant constituents is not identical with the solvent power of ethyl alcohol. As a consequence the mass of extract obtained from a given quantity of drug is not the same as that obtained from the same quantity of drug by means of an ethyl alcohol menstruum. The dose of the extract would therefore have to be changed, if methyl alcohol be adopted as solvent.

Results showing weight of extract, calculated pilular extract, obtained from 100 Gm. of drug in case of ethyl menstruum and in case of methyl menstruum:

Drug.	Ethyl Extract.	Methyl Extract.
Aconite.....	7.57 Gm.	14 Gm.
Belladonna....	54 Gm.	25.708 Gm.
Nux vomica....	12.55 Gm.	20.4 Gm.
Cinchona.....	54.62 Gm.	58.184 Gm.

Note: In these experiments the drugs were completely exhausted.

The committee is under obligations to the Department of Pharmacy of Purdue University for the work and data in connection with tests of methyl alcohol in the manufacture of alkaloidal solid extracts, and to the Manhattan Spirit Co. for their liberality in furnishing the amount of purified methyl alcohol required.



CASWELL A. MAYO,  
Member of the Council.

Mr. Hallberg criticised the requirement of 4 per cent of resin in podophyllin root, on the ground that really prime root four or five years old would yield about 5 per cent. Mr. Ryan said that he thought the requirement of 4 per cent was a just one, as a good article of root gathered in the fall when worked on the

most economical basis on a large scale yielded about 4½ per cent of resin. An article gathered in the spring, however, yielded very much less. Mr. Lloyd confirmed Mr. Ryan's statement, saying that a yield of 40 pounds of resin from 1,000 pounds of root was considered as a very satisfactory result on a commercial scale.

#### Methyl Alcohol in Pharmacy.

That portion of the report which referred to the use of methyl alcohol in pharmacy provoked very considerable discussion. Mr. Hallberg opposed its use on the ground that deleterious compounds were formed when it is used with certain drugs and cited as an instance of its inapplicability the fact that he had in his possession tincture of iodine which, after six months, made no stain when applied to the skin, and in which a copious precipitate of iodoform was thrown down. Prof. Sadtler stated that he had had some of the Columbian spirit, which was the methyl alcohol used by the committee, in his possession for a year and had observed no change whatever in it, and that this sample at least he found to be pure.

Mr. Sadtler asked whether the Columbian spirit used had been subjected to fractional distillation to determine whether or not it contained any foreign substance. Mr. Eliel, chairman of the committee, in reply stated that the spirits used had been subjected to very careful examination without finding any foreign substance in it whatever.

Mr. Hallberg quoted several cases that had come under the observation of persons known to him personally in which death had followed the drinking of wood alcohol and in which post-mortem examinations indicated that the alcohol taken had been the cause of death.

Edward Kremers said that it was interesting to note that a theory had been set forth that the toxicity of the alcohols of the paraffin series increased in proportion to the number of CH<sub>2</sub> groups present, and that on this theory methyl alcohol when pure should be less toxic in its effects than ethyl alcohol.

E. H. Gane, of New York, stated that he had had occasion to examine a large number of samples of Columbian spirit and that he had found some variation in the quality of the samples submitted in the course of regular commercial business. While all those examined had been of a high degree of purity, a few were found which contained some acetone.

W. A. Puckner, of Chicago, stated that he had made some physiological experiments upon his own person concerning the toxicity of Columbian spirit, taking the methyl alcohol in gradually increasing quantities up to a fluid ounce, and that he had not observed any physiological action other than that which would have been caused by an equal quantity of ethyl alcohol.

Mr. Ebert said that he had on his shelves a pint of the tincture of iodine made with Columbian spirit, which was contained in a quart stock bottle and which had been exposed to the usual shop conditions, being exposed to daylight and being open from time to time. This tincture had been made up in January, but was still in a perfect state of preservation. The report of the committee was accepted, adopted and referred to the Committee on Publication.

A motion by Mr. Hallberg to refer back to the committee that portion of

the report which dealt with the question of methyl alcohol was not carried.

#### Peanut Oil.

By S. P. SADTLER,  
Philadelphia, Pa.

This paper is printed on page 140.  
The next paper bore the title:

#### Practical Notes,

By JOSEPH R. FEIL,  
Cleveland, O.

We print the paper in full on page 140.

George F. Payne stated that the trouble with the tincture of opium, in the South at least, was that the druggists frequently used the gum opium instead of the granulated opium, as directed by the Pharmacopoeia.

Mr. Feil having referred in the paper to some statements made by Francis Hemm, Mr. Hemm stated that he rather attributed the paucity of yield of alkaloid to the fact that percolation was not a satisfactory process by which to prepare tincture of opium. Though he had found calcium phosphate to interfere with the results, he did not think that the phosphate was wholly responsible for the trouble. Messrs. Hallberg and Mayo both referred to the discussion of this



CHARLES T. HELLER,  
Secretary of the Minnesota Association.  
Member of Entertainment Committee.

same topic which had taken place some years since, in which it had been quite clearly shown that the phosphate of commerce was not suited for the purpose for which it was used in the Pharmacopoeia.

Mr. Good taking the chair, Mr. Alpers read a paper on

#### Aralia nudicaulis.

By WM. C. ALPERS AND BENJ. MURRAY,  
New York.

This paper consisted of a description, both macroscopic and microscopic, of the drug, with illustrations of its structure and of a chemical examination of samples of approved authenticity. With the paper there were submitted specimens of the plant, of the rhizome, and of pharmaceutical preparations made from the rhizome. Such virtues as the drug possessed seemed to depend on the oils and resins. No extended physiological experiments were made, but it appeared to be a stimulant diaphoretic and probably neurotic.

Messrs. Sayre, Hallberg and Lloyd all spoke of the very general use of the plant under the name of false sarsaparilla or small spikenard, throughout the cen-

tral western States, the latter stating that the syrup of aralia had a very large use in eclectic medicines, much similar to that enjoyed by syrup of sarsaparilla some years ago. This paper was referred to the Publication Committee, and a paper on

#### Boiler Shop Pharmacy,

By C. S. N. HALLBERG,

was read by the author. This paper consisted largely of a severe arraignment of the method pursued by the makers of a friable pill in commending their manufacture to the physician and pharmacist. A tabulated statement was presented showing the relative solubility of these pills as contrasted with those made by retail pharmacists and others under conditions simulating those to which the pill would be subjected in the intestinal tract. The paper was pungent, satirical and in many places amusing, the audience being kept in a constant ripple of laughter.

At its conclusion, C. M. Ford, of Denver, moved that the paper be ordered printed. Mr. Caspari asked that the paper be simply referred to the Publication Committee in the usual matter, as while it contained many valuable facts, and while he agreed with many of the statements made, the language used was open to some criticism. Prof. Hallberg apologized for being unable to find sufficiently virile language in which to express his opinions, and said that he feared no words in the English language were quite sufficiently forcible to express them.

L. E. Sayre stated that in selecting the Publication Committee he felt that the association could with perfect safety trust to its discretion to avoid the publication of any matter which might prove to the detriment of the best interests of pharmacy or of the association.

A. B. Prescott said that while he appreciated the accuracy of the statements made and enjoyed the pungency of the language, there was in his mind a question whether or not the publication of the article in its present form might not involve some financial entanglement on the part of the association. It was true that others might be perfectly clear on this head, there was, nevertheless, in his mind a question as to the expediency of publishing this paper as read. A. B. Lyons moved to amend Mr. Ford's motion by accepting and referring to the Publication Committee, which was carried.

Papers on alkyl-bismuth iodide, by A. B. Prescott; on the preparation of fluid extract of wild cherry, by J. M. Good, and on the preparation of soluble ferric phosphate, by W. A. Puckner, were read by title on account of the lateness of the hour and referred to the Section on Education and Legislation, as the chairman of that section stated that he hoped to be able to find time to have these papers read before his section.

The election of officers of the section was entered into and Edward Kremers was chosen chairman and A. B. Lyons, secretary. The chairman of the section being ex-officio a member of the special committee of research, A. B. Lyons was elected to membership in that committee to fill the vacancy caused by the election of Mr. Kremers to the chairmanship of the section.

The installation of the officers followed, after which a vote of thanks was moved

to retiring officers and carried and the Scientific Section adjourned at 12.45 a. m. a. m.

#### FOURTH DAY.

#### First Session, Section on Education and Legislation.

##### Friday Morning.

The morning session opened at 9.45 a. m. under the chairmanship of Prof. C. S. N. Hallberg, of Chicago.

The chairman delivered an able and interesting address, which will be published later.

At the close of the address on motion it was referred to a committee consisting of A. B. Prescott, G. W. Parisen and W. H. Puckner for consideration and report.

The secretary then read the report on the pharmacy laws of the United States, which on motion was received and referred to the Publication Committee.

The report gave a detailed account of the pharmacy laws projected or enacted in the States during the past year, and gave full details of the estimated number of registered pharmacists under the control of the various boards. The total number was 61,600, with 10,400 assistants, an increase in numbers, but with a gratifying decrease in the number licensed on registration and on experience. This indicated a decided advance in the standard required.

Professor Hallberg then presented the report of the Committee on the Revision of the Pharmacy Laws of the United States. The report consisted of a summary of answers to the main questions of the committee's circular of interrogatories on the proposed draft of a national pharmacy law. The scope of the act, the duties of the Pharmacy Board, registration provisions, examinations and poison regulations formed the principal features of the report, and detailed figures showing the result of the canvass, were set forth at considerable length.

The report was received and referred to the Committee on Publication.

Nominations were then made for the offices of chairman and secretary of the section for the ensuing year. The following nominations were made:

For chairman, J. H. Beal, of Scio, Ohio, and C. S. N. Hallberg, of Chicago; for secretary, H. M. Whelpley, St. Louis, O. Oldberg, Chicago; G. B. Kauffman, Columbus, Ohio; F. S. Hereth, Chicago; C. S. N. Hallberg, Chicago; J. H. Webster, Minneapolis; H. B. Mason, Danemora, N. Y.; W. H. Puckner, Chicago.

The reading of papers was then proceeded with.

#### Should a Pharmacy Law Be Uniform Territorially?

BY E. S. DAWSON, JR.

In this paper E. S. Dawson said that the line should be drawn according to the population of a place, and placed the limit at 5,000 inhabitants. In places of less than this population the provisions of the law relating to licensed clerks should not apply. It seemed reasonable to allow unlicensed dealers to furnish simple remedies and household poisons in places where there was no licensed pharmacist practicing, provided that the package or bottles bore the label of a registered pharmacist and were sold in-

tact. Eighty per cent of the licensees of the New York State Board answered the query, "Should a store in which pharmacy is practiced be required to be in charge of more than one licensee of the State Board of Pharmacy?" with an emphatic no! on the ground that trade would not warrant the expense.

#### Should Pharmacists or the State Support the Pharmacy Law and the Board?

BY H. M. WHITNEY.

The author drew attention to the law as to registration, and gave a tabulated statement showing the number of applicants examined and registered and also the number of examinations. Some candidates only passed after ten, twelve or fourteen re-examinations and one only passed at the eighteenth attempt. He said that the boards should be self-supporting and the enforcement of the laws should be paid for from the State treasury, as it was a duty placed on the board by the State.

did not pass in two or three attempts, if properly educated, there was something the matter with the board examinations.

Mr. Webster said that after twelve years' experience he agreed that the province of the boards was not mere examination. The difficulties in enforcing the laws lay in the Pharmacy acts, in the lack of funds and in the opposition of the local authorities to prosecution in many cases. Mr. Whitney, in reply, said that re-examinations were in accordance with the law. As soon as they were strong enough they would probably limit the number of examinations.

#### Uniform Pharmacy Law—As to Place of Registration.

BY JOS. JACOBS.

As to the place of registration the author thought that the most suitable place for keeping registration records was in the Court of Probate and Record. He suggested the insertion of the following clause:



New York College of Pharmacy Alumni.

Among the Alumni of the New York College of Pharmacy who took part in the reunion on Wednesday evening were Thomas F. Main, New York; Charles Holzhauer, Newark, N. J.; F. J. Wulling, University of Minnesota; George F. Payne, Atlanta, Ga.; R. C. Werner, Brooklyn, N. Y.; William A. Frost and Henry Rauch, Minneapolis, Minn., and Vice-President Gustav Ramsperger, New York city. We present herewith a photograph of those present. The reunion was a most enjoyable one, and the Alumni will, no doubt, make a feature of such reunions at future meetings of the A. Ph. A.

A spirited discussion followed the reading of this paper. Professor Kremers said that the examinations should be conducted according to recognized educational principles, and no candidate should be allowed more than three opportunities to pass the board. Mr. Ebert was opposed to pharmacists being taxed to support the board. The duties of the board were to regulate the stores and the practice of pharmacy, and part of their time should be devoted to enforcing the pharmacy laws. The examinations were only a part of their duties, not the whole, as many of the boards seemed to consider. Mr. Mason supported Prof. Kremers' suggestions, and said that if the candidate

"All persons qualified by law to practice pharmacy in this State shall, before entering upon such practice, cause their names to be entered upon a book to be kept for that purpose in the office of the clerk of that court in which wills are filed for probate and record, in the county of the residence of such licentiate and of the county in which he does business as a pharmacist." Then follow with appropriate penalty for violation.

Mr. Ebert approved this suggestion, and on motion by Professor Oldberg it was voted to suspend discussion on the papers on pharmacy law until the presentation of the draft of the proposed ideal pharmacy law.

**On Provisions of a Poisons Law, and Measures for Its Enforcement.**

BY A. B. PRESCOTT.

The author advocated a general State law and vigorous enforcement of registration laws in the handling of poisons. The list of poisons to be registered must be settled by the pharmacists themselves in conference. The duty of enforcing these laws should rest with the State Board.

**Shall a Compulsory Curriculum Be Established in Lieu of Registration by Diploma?**

BY L. E. SAYRE.

In discussing this question Professor Sayre said that if the interdependence of the college, the State Association and the State Board as factors in education can be felt, and if perfect harmony could be instituted, the time would then be ripe for the ideal method, namely: The candidate for recognition as registered pharmacist by the State Board of Pharmacy must first have a systematic course of training in a reputable school of a certain standard and must possess a diploma certifying to this fact, and then be examined.

The public almost demands it of us. Some have said: "You, as pharmacists, are deceiving the public if this method is not now in vogue."

**Practice and Ownership in Pharmacy.**

BY JOS. JACOBS.

In the consideration of the acts which should be allowed to pharmacists and prohibited to non-pharmacists, Mr. Jacobs said that general merchants should be allowed to keep and sell non-poisons and domestic drugs and remedies. A non-pharmacist should not be allowed to "open" a pharmacy or to "operate" one, but there can be no objection to a non-pharmacist "owning" a drug store, and any opposition to such ownership would be unconstitutional, since the right to hold and enjoy property is inherent and fundamental.

**Concerning the Questions Given in State Board of Pharmacy Examinations.**

BY HARRY B. MASON.

The author defined the true test of the drug compounder as his fitness to serve the public's needs safely and capably. The aim and end of the examination should be to determine what the applicant really was, not what he could hand out from the grab-bag of memory. Questions should be asked which required first, use of trained pharmaceutical faculties, and, second, of such knowledge only as is likely to be retained in the mind by constant application. Questions dealing with memory alone should be subjugated. Under such limitations an examination would demand of a pharmacist just what practice did. Professor Oldberg, in the discussion following, dwelt on the necessity of preparation on the part of the examining board. There should be facilities for work, suitable appropriations by the State, and the examination itself should demand evidence of knowledge of a practical nature. Dr. Whelpley added the requirement of competent examiners. C. M. Ford, of Denver, believed a chart should be prepared to aid examiners, one which would suggest questions in practical work, not entirely along the line of a pharmaceutical course of study. President Hemel, of the Wisconsin State Association, suggested a national board

with power to issue certificates. President Flexon, of the Manitoba Association, detailed the various sections of the Manitoba law as contained in the charter granted by the province. The statute was that of Great Britain, with a compulsory curriculum feature added. In replying to criticisms on his paper, Mr. Mason explained that he had designed his efforts to show that it was possible to determine the knowledge of candidates from examination questions alone.

The committee on the chairman's address then reported as follows:

The chairman of the section made the following recommendations:

1. For this see chairman's address.
2. That the rules of the association for the advancement of science, as to orthography and pronunciation of chemical and scientific terms, be reported at next year's meeting.
3. That a committee be appointed to consider the advisability of creating a memorial to the eminent pharmacist, Hermann Hager.
4. That a schedule of rules for the section be presented next year for adoption.

The committee reported in favor of the adoption by the section of recommendations 1, 3 and 4. In respect to the last the committee suggest that the committee of the section be requested to present a set of rules. The committee did not advise adoption of recommendation 2 for the reason that the proposed changes are already well before the pharmaceutical public, and their introduction into use is governed by private judgment and taste, and further that the discussion of the subject would consume too much time.

On motion the report was received and adopted, after which the first session of the Section for Legislation and Education adjourned for lunch.

**Second Session.**

Friday Afternoon, Aug. 27.

The chairman called the meeting to order at 2.45. C. S. N. Hallberg presented the report of the committee of the Section on Education and Legislation on the revision of the pharmacy laws, which will be published in a later issue.

S. A. D. Sheppard moved that the association be requested to print 500 copies of this report for use by the chairman and distribution to the various institutions and boards.

Dr. H. M. Whelpley suggested the appointment, also, of a special committee with C. S. N. Hallberg as chairman in order to avoid change of hands in the conduct of the work.

The motion was adopted. O. Oldberg, speaking in response to a request from the chair, said that he had not had time to thoroughly familiarize himself with the changes, and suggested postponement of the discussion. He moved that a slip be attached to each printed copy stating that the association had so far taken no action on the subject, but invited expressions of opinion.

The motion was seconded and carried.

The section then proceeded to elect officers for the ensuing year. C. S. N. Hallberg withdrew his name as candidate for the chairmanship, and on motion the chairman cast a ballot for the remaining nominee, and declared J. H. Beal, Scio, Ohio, elected as chairman of the section. H. G. Webster, of Minneapolis, was elected secretary. The new officers were duly installed, and the second session of

the Section on Legislation and Education adjourned.

**FIFTH DAY.****Third Session of the Section on Education and Legislation.**

Saturday Morning.

The third and final session of the Section on Education and Legislation was called to order at 10 o'clock on Saturday morning by chairman C. S. N. Hallberg.

The first paper presented was:

**A Metric System Report.**

BY H. M. WHELPLEY,

which consisted of a tabulation of the reply obtained to questions concerning the usage of the metric system in prescriptions which had been sent out by Mr. Whelpley, and which indicated some growth in the use of this system. C. S. N. Hallberg stated that he had made it a practice to take a vote of his students at the close of each session as to their preferences in the matter of using the apothecary system or metric system of weights and measures, and that only one case had he found who, after becoming familiar with the metric system, still preferred the old system.

Geo. C. Bartells said that in his experience he found the young physicians would occasionally use the metric system, while it appeared to be hopeless to expect the older and more conservative members of the profession to change their custom in this respect.

It appeared to be quite evident that it was with the physicians rather than with the pharmacists that the trouble lay in introducing the metric system.

F. E. Stewart then asked leave to read by title a paper on "Counter Prescribing by Druggists," stating that the matter would be brought up later. The paper was so read and referred to the Publication Committee.

The next paper on the programme was one referred from the Scientific Section with the title:

**A Distinguished Physician-Pharmacist—His Great Discovery: Ether-Anaesthesia.**BY JOSEPH JACOBS,  
Atlanta, Ga.

The author reviewed the claims of the four claimants for the honor of the discovery of anaesthesia, all of whom were Americans. These claimants are Crawford W. Long, physician-pharmacist, of Georgia; second, Charles T. Jackson, physician-scientist, of Massachusetts; third, W. T. G. Morton, dentist, of Massachusetts; fourth, Horace Wells, dentist, of Connecticut. Abundant citations were given to prove the claims of Crawford W. Long to priority in the application of ether as an anaesthetic in surgery. The first practical application of anaesthesia was made by Dr. Long in the extirpation of a tumor from the neck of James M. Venable, on March 30, 1842. Horace Wells, a dentist of Connecticut, subjected himself to the effect of nitrous oxide gas without pain on December 11, 1844. Charles T. Jackson did not himself administer ether in operation, but, it is claimed, suggested its use to Dr. W. T. G. Morton on September 30, 1848. W. T. G. Morton gave ether to a Mr. Frost on September 30, 1846, and extracted a tooth without pain.

All of these dates were accurately authenticated and vouched for by the author.

The paper was listened to with profound interest, and a special vote of thanks to the author was passed, and the secretary was instructed to print 500 additional copies for distribution among the medical journals of America and Europe, with a view to giving the paper the widest publicity.

### Prescription Filing Cards.

W. C. Alpers presented an oral report on filing prescriptions, accompanying the report with specimens of cards which had been devised and are used by him for this purpose.

The printed matter which appeared on these cards is shown here. The cards measure 8 inches by 6 $\frac{1}{4}$ . On the face of each card the original prescription is

same time the clerk is handed a new blank card with the serial number on it, which it should bear if it were intended for use on a new prescription. This renewal card is stamped, at the time of receipt and completion and the signatures of the persons preparing and checking the prescription both appear on the renewal card. A new prescription label is then put on the package, showing both the original and the renewal number. This offers a method for keeping a complete record of every detail both concerning the original prescription and any renewals of it. When the prescription is again renewed another new index card is stamped, and this last renewal number and the original prescription number are the only ones which appear on the package. On the back of the original index card is kept a complete record of all renewals.

The author stated that the system was based to a certain extent upon suggestions made by Edward Kremers and that it had been found to be very satisfactory in practice.

Mr. Ebert stated that he had found nothing so satisfactory as the German method, which consisted of wrapping up the prescriptions in packages of 100 and filing these packages, five in each box, in boxes adjusted to the average size prescription. In an experience covering thirty years he had never lost but one prescription, so far as he knew.

Mr. Ryan asked whether or not papers which had been read by title should be printed as read. He was assured that the Committee on Publication would exercise careful supervision of all such papers before publication.

W. S. Thompson, of Washington, stated that in his opinion the association should put itself upon record as being in favor of suppressing, as far as possible, the traffic in narcotics, such as opium, cocaine, etc., the use of which is calcu-

[illegible]

OBVERSE OF PRESCRIPTION FILING CARD REDUCED.

At the conclusion of this paper, which was received with hearty applause, a special vote of thanks was tendered the author, and the secretary was requested to have 500 extra copies of the paper printed and to send copies to each of the medical journals in this country and to the prominent journals abroad.

This was followed by a paper on

## The Medicines of the Cree Indians of the North.

BY CHARLES FLEXON.

This paper was interesting as showing the therapeutic uses of a number of indigenous plants, and was listened to with much interest by the section.

The report of the committee on the address of the chairman of the section on scientific papers was presented and adopted.

A paper on

### Taraxacum Root.

By L. E. SAYRE,  
Lawrence, Kan.

The paper presented by Mr. Sayre was a report of the work done by him and under his direction during the past year in continuation of his previous researches on this drug. While the results so far obtained are not very definite, the indications are that some wholly unexpected constituents will be found present in the root. The paper took the usual course.

J. H. Beal, of Scio, read by title a paper on the relation of pharmacists to the pharmacy law, and explained that it was devoted to an explanation of the real relation of pharmacists to the law.

The paper by Mr. Prescott on alkyl-bismuth iodide was called for, but as the author had been compelled to leave, the paper was not read.

pasted. The card itself and the two detachable slips at the bottom are stamped with the same number. The card is stamped with a time stamp showing the hour and minute of its receipt, and when the prescription is put up it is again stamped, showing the amount of time re-

[illegible]

REVERSE OF PRESCRIPTION FILING CARD REDUCED.

quired to prepare it. When filled this card is filed in a cabinet similar to that used for index cards in libraries. When a prescription is renewed the original card and prescription is taken out and handed to the prescription clerk, who has nothing before him except the prescription which he is at work upon. At the

lated to grow into a habit, and offered a resolution to that effect, which was adopted.

The minutes of the last session were read and approved, and J. H. Beal, the newly-elected chairman, and H. G. Webster, the secretary, were duly installed, and a vote of thanks to the retiring officers.



cers was passed, after which the third session of the Section on Education and Legislation adjourned.

### Third General Session.

#### Saturday Afternoon.

The minutes of the sixth, seventh and eighth meetings of the council were read by George W. Kennedy, chairman of that body, as soon as the third and final general session of the association was called to order.

The chairmen of the council committees were announced as follows:

Publication—C. L. Diehl, of Louisville..

Transportation—Caswell A. Mayo, of New York.

Membership—W. A. Frost, of St. Paul.

Finance—Charles E. Dohme, of Baltimore.

Auditing—J. A. Miller, of Harrisburg.

It was also announced that the council had elected Henry P. Hynson as local secretary and had granted George F. Payne, chairman of the Committee on Status of the Military Pharmacists, \$75 additional for the use of that committee. Two new applications for membership had been acted upon by the council, making the total number of applications for this meeting 127, of which over 100 had paid. The minutes of the council were then approved and the report of the Committee on Transportation submitted by Edward Shumpik. In this report the thanks of the committee and of the members were extended to the Chicago, Milwaukee & St. Paul R. R. for their excellent service rendered the association, and reference was made to the pleasant journey on the Northern Steamship Line by way of the lakes, which had been taken by some fifty odd members of the association.

W. S. Thompson submitted the report of the Committee on Tax-Free Alcohol, which contained no matter of special interest, and took the usual course.

#### Report of Special Committee on National Legislation.

Dr. F. E. Stewart presented a voluminous report as chairman of the Committee on National Legislation, covering the history of the subject for the current year.

The only new question of importance touched upon in the report was the effort made during the last Congress to impose a tax upon wood alcohol. Mr. Ebert, of this committee, had protested promptly and vigorously against the levying of such a report, and his protests seem to have had weight, as the measure was defeated.

#### ALCOHOLIC BEVERAGES IN THE PHARMACOPOEIA.

During the year the secretary of the committee, Mr. Ebert, of Chicago, had called on Dr. N. S. Davis in relation to the dismissal of alcoholic beverages from the U. S. P. Later Dr. Davis read a paper on the subject before the meeting of the American Medical Association at Philadelphia, and the Section on Materia Medica of that body voted to recommend the dismissal from the Pharmacopoeia of both brandy and whisky.

#### TRADE-MARK RIGHTS.

Reference was made in the report to a recent decision of the United States Supreme Court bearing on the question of the use of names as trade-marks, which have, of necessity, become the proper ap-

pellations of well-known articles of commerce (163, United States Supreme Court Reports). In this case the patent had expired for a special kind of sewing machine known as the "Singer," and the Court held that the public had the right, after the expiration of the patent, to manufacture the Singer sewing machine as long as proper care was taken not to deceive the public in regard to the source of manufacture.

Reference was made to the recommendations of President Smither at the last meeting of the New York State Pharmaceutical Association, that the A. P. A. be urged to memorialize Congress in favor of limiting the protection to foreign-made remedies to such protection as they may enjoy in the country of their origin. This suggestion was approved of by the committee. The remainder of the report was devoted to a study of the question of trade-mark rights and descriptive names along lines already familiar to our readers.

The report proper was accompanied by a communication from the New York State Pharmaceutical Association relative to United States patents on foreign medicinal compounds, and by the following:

#### FROM THE PENNSYLVANIA ASSOCIATION.

The committee of the Pennsylvania Pharmaceutical Association on the "co-operation with the Medical Society of the State of Pennsylvania for the abolition of protective copyright laws when applied to certain much-used chemicals," recommended the adoption of the following resolution by the Pennsylvania Pharmaceutical Association:

RESOLVED, That the Pennsylvania Pharmaceutical Association heartily endorses this effort and will assist the State Medical Society in every way possible.

RESOLVED, That this body, through a committee, bring the subject before the American Pharmaceutical Association at its next annual meeting with a view of enlisting the combined efforts of the pharmacists throughout the land.

RESOLVED, That a report of this action be sent to the Medical Society of the State.

T. W. E. STEDEN,  
J. H. REDSECKER,  
L. EMANUEL,  
Committee.

This report was received and referred to the Committee on Publication.

W. C. Alpers presented a report on behalf of the committee which was appointed last year to investigate and report upon the feasibility of holding the meeting in 1900 on board a steamer en route to Europe. The committee stated that from present indications it seemed probable that it would be feasible to obtain passage for the round trip to and from Paris for from \$90 to \$125, according to the location of the rooms. By engaging all the passenger accommodations upon one of the Hamburg-American line of steamers room could be made for about 300 passengers. This line makes it a rule to honor for the face value return trip tickets from any of the ports at which their vessels touch, which includes Hamburg, Cherbourg, Plymouth, Genoa, Naples and Gibraltar. The report was received and the committee continued. A report on the Committee on Metric System took the usual course. George F. Payne submitted the report on the status of military pharmacists, showing that the pharmacists of the navy are taking a very active interest in the work and expressing the hope that something definite in the way of legislation would be obtained in the very near future. He said that special thanks were due the

pharmaceutical journals for their assistance. A vote received and a special vote of thanks tendered the committee for the excellent work done by it.

W. S. Thompson, chairman of the council, submitted the report on invested funds of the association, showing that they amounted to about \$15,000.

The local secretary was empowered to appoint and act as chairman of the local Committee of Arrangements. Thomas F. Main, of New York, submitted a report as delegate to the N. W. D. A. F. E. Stewart submitted his report as chairman of the delegation to the meeting of the American Medical Association.

F. E. Stewart presented his report as chairman of the delegation to the American Medical Association, in which he referred to the liquor problem and to the efforts made by the delegates to interest the Medical Association in the question of dismissing liquors from the Pharmacopoeia. The delegation had also presented to the medical association a preamble and a set of resolutions which practically embodied a code of ethics as to the relations of pharmacists and physicians to each other. These were discussed later. The report was a most voluminous one, and was accompanied by a number of papers and communications bearing upon the subject matter treated of. It was referred to the Committee on Publication.

#### Time of Meeting.

The Committee on Time of Meeting here reported in favor of meeting on the last Monday in August next. Minor amendments to chapter 5, articles 3 and 4 and chapter 9, article 6, of the by-laws, were adopted.

Greetings from the South Carolina Pharmaceutical Association now in session were read by the secretary, as was also an invitation from the Chamber of Commerce of Galveston, Tex., to meet in that city in 1898, and the secretary was instructed to make suitable acknowledgment.

A communication was read from J. U. Lloyd acknowledging, with thanks, the receipt of numerous books, journals and pamphlets which had been presented to the Lloyd library by the association.

The secretary was instructed by vote to print for distribution 500 copies of the model pharmacy law drafted by the committee of the Section on Education and Legislation, and 500 copies of the paper by Joseph Jacobs on the discovery of anaesthesia.

#### Pharmacy in the Proposed Department of Health.

W. C. Alpers moved the adoption of the following resolution, which had been proposed by him in the Scientific Section and referred by that section to the general session. It was adopted as read.

RESOLVED, That in accordance with the recommendation of the chairman of the Scientific Section, a committee of five be appointed during the coming year by the president-elect of the association for the purpose of taking active action to obtain for pharmacy its due recognition and representation in the proposed national department of health, and that the chairman of the Section on Education and Legislation be a member of this committee, ex-officio.

On motion of S. A. D. Sheppard, the local secretary was empowered to call meetings of the association and to act as presiding officer.

Twenty-seven applicants were invited to complete their membership.

### Resolutions from the American Medical Association.

As has previously been noted, the delegates to the American Medical Association presented to that body a set of resolutions touching the relations of the physician with the pharmacist. In presenting these resolutions the delegates had informed the Medical Association that they did not constitute an official utterance on the part of the A. P. A. The resolutions were then referred by the Medical Association to the Pharmaceutical Association for action by the latter body, and Chairman Stewart now presented them for such action. The preamble and resolutions read as follows:

"To the American Medical Association:

"We, a delegation of pharmacists, representing every section of the United States, being appointed by the American Pharmaceutical Association to attend the meeting of the American Medical Association, in Philadelphia, the first Tuesday in June, 1897, do herewith present to your honorable body the following preamble and resolutions, hoping that your honorable body will endorse the same, that it may express the sense of the National Medical and Pharmaceutical Societies in relation to matters of mutual interest to the professions of medicine and pharmacy.

"1.—WHEREAS, Secrecy in regard to the origin, nature, composition, and methods of preparing medicine is a hindrance to science in that it conceals knowledge and presents an open door to fraud, and

"2.—WHEREAS, Monopolies in medical products enable medical monopolists to create a fictitious demand for the same by advertising the favorable side only, and suppressing anything that might injure sales, and

"3.—WHEREAS, Such a method of advertising gives undue importance to medical novelties, and

"4.—WHEREAS, Secrecy and monopoly and misleading methods of advertising are contrary to beneficence and professional liberality, and

"5.—WHEREAS, Pharmacy, or the science and art of preparing medicine, is part of medical science and practice, and physicians are dependent upon pharmacists for the selection, preparation, and standardization of medicine; for the publication of the knowledge of drugs and the methods of preparing them for therapeutic use; for the establishment of medicinal preparations in scientific forms that the knowledge thereof may be intelligible to future generations, and form part of medical literature, and take its place in text books for the instruction of students about to enter upon the professions of medicine and pharmacy and thus form part of what is known as the science of medicine, and

"6.—WHEREAS, The United States Pharmacopoeia, being devoted to the drugs and preparations used by physicians in treating the sick with directions for preparing the same, should contain a list of the newer drugs and preparations introduced to the *Materia Medica*, with processes for preparing them, and standards for their excellence and purity, and

"7.—WHEREAS, Many of the articles advertised in the medical and pharmaceutical journals claiming to be true pharmaceutical preparations are not admitted into the United States Pharmacopoeia, though some of them are of sufficient value to be made official, for the reason that their only names are claimed as pri-

vate property, and their constituents are not divulged, and

"8.—WHEREAS, The composition or origin of many of these articles are trade secrets, a danger threatens medical literature, for without a knowledge of their drug composition, pharmacopoeial references to them as remedies for the treatment of disease is meaningless from a scientific standpoint, therefore, be it

"1.—RESOLVED, That we, as representing the profession of pharmacy, do hereby express our condemnation of secrecy and monopoly in medical products, and at the same time express our desire that the medical profession shall unite with the profession of pharmacy in raising the standard of professional and scientific requirements so that the practice of pharmacy shall be maintained at its true position as a part of medical science and practice, hoping that by so doing the time may soon come when physicians and pharmacists may work together in harmony in promoting progress in the knowledge of medicine, and in the application of medical agents to the relief of human suffering. We do hereby accept the definition of a secret remedy given by the official Medical Board of Saxony: 'Secret remedies are all those agents sold



H. G. WEBSTER,  
Secretary of Section on Education and  
Legislation.

for the prevention and cure of disease of man and animals, of which the ingredients, percentage composition, and method of preparation are not made public when first announced for sale. Such information must be complete and exact in readily comprehensible language and made known to all desirous of such information.' And be it

"2.—RESOLVED, That we request that all manufacturers of pharmaceutical preparations shall comply with scientific and professional requirements; shall throw open every medical product to legitimate competition; shall publish the working formula for all medicinal preparations or compounds, except as hereinafter provided; shall give to each preparation on the market when first introduced a name under which all may manufacture and deal in it, such name to be appropriate and descriptive of the article to which it is applied, and compatible with scientific nomenclature; and shall furnish the Committee of Revision of the United

States Pharmacopoeia, if requested, with the composition of each secret or semi-secret combination, so that the article described, if found worthy, may be made official in the Pharmacopoeia, and be it

"3.—RESOLVED, That we recognize the commercial element in pharmacy, which requires that capital invested in the manufacture of medicine should receive legitimate protection, provided it is employed in accordance with beneficence and not used for the purpose of misleading the public by lying advertisements and injuring the public health; therefore, while not sanctioning the patenting of medicinal products themselves, we do sanction the patenting of machinery and processes for manufacturing medicines, provided that they are really new and useful inventions, and providing the applications for patents are not drawn up in such a manner as to create monopolies in the products themselves so that others cannot manufacture them by other machinery and by the use of other processes. By this, we mean to say that all medical products should be open to free competition, and as the Supreme Court would not sustain the patent of Professor Morse because the application was so drawn up as not only to protect him in the use of his machinery and apparatus, but to give him a monopoly in the transmission of messages by electricity, and thus to hinder progress in the development of a most valuable discovery, so the courts should not sustain any patent which will create a monopoly in the manufacture and sale of a medicinal agent or composition of matter used in the relief of human suffering, and be it

"4.—RESOLVED, That it is our purpose to do away with the use of fanciful words employed as titles for medicinal preparations to the confusion of medical nomenclature, and replace the same by legitimate trade-marks, or marks of trade used as commercial signatures to distinguish between two or more brands of the same article as manufactured by various firms, and be it

"5.—RESOLVED, That sufficient pharmacy should be taught in our medical colleges to enable students entering the practice of medicine to discriminate between persons engaged in the legitimate practice of that art, and those pretenders practicing pharmacal quackery; and that sufficient knowledge of physiology and therapy should be taught in pharmaceutical colleges to enlarge the scope of knowledge of pharmaceutical students, so that they may afterwards realize the responsibility of their own vocation, limit their practice to its proper sphere, and not trench on the prerogatives of physicians, that the medical and pharmaceutical professions may hereafter work in harmony for the purpose of promoting knowledge in medical science in all its departments, raising the standard of education in both professions, and furnishing the public with a higher class of medical and pharmacal service, and be it

"6.—RESOLVED, That the United States Pharmacopoeia should be made a text book in both medical as well as pharmaceutical colleges, that physicians and pharmacists should be urged to provide themselves with copies of that work, that both professions should be urged to take more interest in its decennial revision, sending accredited delegates from medical and pharmaceutical societies thoroughly instructed as representatives to the convention for revising the Pharmacopoeia, and that the increased revenue derived by the Committee on Revision

from the larger demand for the Pharmacopoeia thus engendered be devoted to improving that work by means of original investigation and other methods that may be suggested."

The preamble and the first and second resolutions were adopted as read. The third resolution was changed by the substitution of the words "detriment to the public health" for the words "detriment to the profession of pharmacy and the calling of the physician."

The fifth resolution, recommending the specifying of the makes of particular manufacturers were stricken out, on motion of Mr. Sheppard. The sixth resolution was changed materially, and the seventh and eighth resolutions were changed somewhat from their original form, these latter being finally adopted in the form shown above in resolutions five, six and seven.

Finally the resolutions as a whole were adopted in their amended form and the delegation to the meeting of the American Medical Association instructed to present them to that body.

A special vote of thanks was extended Mr. Stewart for his labors in connection with the resolutions.

W. S. Thompson moved a vote of thanks to the pharmacists of the Twin Cities and to the local secretary and the committee in particular for the many courtesies extended the visiting members of the association, which motion was carried by a rising and enthusiastic vote.

A recess of five minutes was then taken for the purpose of inviting the ladies to be present during the installation of the officers.

On reconvening, Messrs. Ebert and Tilden were requested to introduce the newly-elected officers.

President Morrison made a few very appropriate remarks in welcoming his successor, Mr. Whitney, to the chair.

Mr. Whitney acknowledged gracefully and gratefully the honor done him by his election to the presidency of the association, but at the same time assured the members that his gratification and pride were by no means personal alone, for he felt that when he went back to resume his arduous and sometimes trying labors on the Board of Pharmacy his hands would be much strengthened and his tasks lightened by the endorsement of his official conduct, which was implied in his election to the presidency of the national association of pharmacists.

George C. Bartells, of Illinois, the first vice-president, said in response to the remarks of President Morrison when introducing him that the honor of election to office was totally unexpected by him and, so far as any personal merit was concerned, undeserved. He felt, however, that he could lay claim to being a representative of the masses of pharmacy, while the polished president-elect from the East represented the classes. He therefore accepted the office as representing that large proportion of the membership and of the calling which was composed of working druggists, men of small means and hard labor, and he only hoped that the position would continue to be a merely honorary one.

In the absence of the second and third vice-presidents from the room the secretary, Charles Caspari, Jr., and the treasurer, S. A. D. Sheppard, were next duly installed, the latter making reference to the work of Mr. Kennedy.

W. A. Frost, of St. Paul; Caswell A. Mayo, of New York, and George F.

Payne, of Atlanta, who were elected to serve for three years on the council, were then conducted to the platform and introduced, each extending thanks to the association for the honor conferred and pledging himself to look after the interests of the association so far as lay in his power.

George W. Kennedy, of Pottsville, who has acted as secretary to the council and to the Committee on Membership for the past twenty-three years, but who, as pointed out by Mr. Sheppard, has never had an opportunity to be installed, was escorted to the rostrum and made a feeling address of thanks for the honor done him by the association.

Mr. Whitney taking the chair, a vote of thanks was passed to the retiring officers, and, upon motion of Mr. Mayo, the association adjourned to convene on September 6th, at the close of the social sessions.

Thus ended the business of the forty-fifth annual meeting of the American Pharmaceutical Association.

#### Committees.

The appointments to the standing committees have not yet been completed, but



JOS. JACOBS,  
Chairman Commercial Section.

up to date the following committees have been named by the president, though not as yet officially announced:

On General Progress—F. D. Hereth, Chicago; Wm. D. Chapman, Geo. F. Payne, Atlanta.

Revision of the Pharmacopoeia—Leo Eliel, South Bend, Ind.; A. R. L. Dohme, Baltimore; Julius P. Schlatterbeck, Detroit; Frederick T. Drake, Boston; A. B. Stevens, Ann Arbor.

Delegates to the N. W. D. A.—Wm. S. Thompson, Washington; T. Roberts Baker, T. Ashby Miller and P. M. Slaughter, Richmond; Jno. F. Patton, York, Pa., and Wm. McIntyre, Philadelphia.

On National Legislation—F. E. Stewart, Detroit; Joseph E. Morrison, Montreal; A. E. Ebert, Chicago; Chas. E. Dohme, Baltimore, and F. M. Crosswell, Washington, D. C.

The list of the Auxiliary Committee on Membership have not yet been completed, but will be announced later.

#### New Members of the A. Ph. A.

Following is a list of the names of all the applicants for membership presented at the current meeting, whose applications were favorably acted upon:

Henry O. Cabell, Frank H. Peck, William W. Kolb, Charles Miller, Oscar F. Temple, John Van Neys LaGrange, Theophilus V. O'Gorman, Samuel W. Richardson, Edward S. Maguire, Mathias Walerius and Edward Rogers, of the United States Army.

John Thompson, Edwin T. Morse, Miles H. Shimer, Joseph H. Graham, John Cowen, David Y. Walts, P. Nettleton Guise, Frederick W. Breck, John W. Wood, Edward May, Carl F. Stange, Walter S. Sellers, D. Edgar Mumma, George H. Klock, Maury D. Baker, Charles E. Reynolds, Leopold G. Lewis, William H. Myers, Hubert Henry, Charles M. Kelly, Joseph F. Pearson, Frank R. Graham, E. S. Callins, Isadore Freid, Joseph McMahon, Thomas Griffith, William Roberts, Herman Miller, Michael Dunning, George Kliemand and Edward Hargrave, of the United States Navy.

California—J. H. W. Esles von Krakau, San Francisco.

Canada—Joseph Contant and Francis O. Andrews, Montreal; Edward A. Ranssem, Lachine; J. Edward Dube and John J. Power, Quebec.

Georgia—C. F. King, Macon; J. L. Lavorn, Borden; Jake M. Paulk, Tifton; H. J. Lamar, Macon.

Illinois—Edwin M. Brown, Mason City; Thos. L. McMories and David L. Davoll, Chicago; Gustav Lundfall and George W. Sohrbech, Moline.

Indiana—Monroe M. Myer, South Bend.

Indian Territory—Fred S. Clinton, Tulsa; M. J. Campbell, Veneta.

Iowa—Thomas Roberts, Churdaw; John L. Etzel, Clear Lake; John G. Legel, Charles City.

Massachusetts—John Larrabee, Melrose; Frank K. Lynch, Waltham; Charles L. Davis, Newburyport; Clarence M. Graham, Charles E. Coombs and George B. Markoe, Boston.

Michigan—Frederick Stearns, Detroit.

Minnesota—Charles H. Huhn, Henry Rauch, Stewart Gamble, Bernard O. Leubner, William Haney, Matt H. Witich, Miss Josie A. Wanous and J. H. Crapser, Minneapolis; William K. Collier, Sidney H. Reeves, Charles H. Clark and Francis Ramsley, St. Paul; George S. Spaulding, Alexandria; Peter Follman, Makato; A. F. Ellstrom and Swan B. Carlson, Wilmar; B. O. Kyseth, Lanesboro; Robert F. Lynch, Monticello; K. A. Johnson, Granite Falls; Edgar F. Whitney, Warren; Sibbens White, Bird Island; James J. Bilsboro, Graceville; C. A. Portman, Jackson; John Nielsen, Artonville; H. A. Strattle, Dawson.

Missouri—Owen W. Kruger, Kansas City; Frederick W. Kaenter, St. Louis; Alfred W. Curry, West Plains.

Nebraska—Ferdinand F. Mares, Preston B. Myers and Joseph Schmidt, Omaha.

New Jersey—Donald L. Cameron, East Orange; Warren C. Pine, Riverside; David H. Baldwin, Montclair.

New Hampshire—John M. Wilson, Groveton.

New York—Cornelius Ossewald, George Kneuper, George M. Kneuper, New York city; C. O. Laughlin, Niagara Falls; William N. Parks, Newport; Richard J. Thompson, New Rochelle.

North Dakota—John W. Sullivan, Valley City; Albert W. Ulum, Cavalia; Arthur B. Woolner, Wheatland; Sidney S. St. John, Lakota; Herbert E. White, Jamestown.

Northwest Territory—Charles Flexon, Winnipeg, Manitoba.

Ohio—Frank H. Freericks, Theodore D. Wetterstroem, Cincinnati.

Pennsylvania—Charles H. Bohn, Harry Matuson, Philadelphia.

Rhode Island—Frank B. Simmons, Woonsocket.

South Dakota—Edward C. Bent, Dell Rapids; Lyman T. Dunning, Sioux Falls.

Virginia—P. M. Slaughter, Richmond.

West Indies—E. Laurent N. St. Cyr, Hayti.

Wisconsin—Henry Heinzel, Hudson; Olaf Noer, Westby; Joseph Hammel, Medford.

Albert Wetterstroem and G. A. Fieber are two inseparables from Cincinnati who were regular attendants at all the business sessions of the meeting.

Arne Oldberg, the artist son of Professor Oscar Oldberg, looks every inch the artist, and his performance on the piano on the occasion of the concert proved beyond doubt his right to be recognized as a virtuoso.

Gustave Ramsperger, of New York, is probably the oldest of the regular attendants at the meeting, though to judge by the lively interest taken by him in all the proceedings, both scientific and social, one could scarcely guess that he had lived past the allotted score of man.

## SOCIAL FEATURES OF THE MEETING.

**S**Ocially the meetings held at summer resort hotels, where there is no temptation or opportunity for the members to stray off in small parties to seek for amusements, have nearly always proven more successful than those held in the greater cities, where the diversity of entertainment offered by the city itself tends to break up the party.

Hotel Lafayette, where the meetings were held, is located on an isthmus jutting out into Lake Minnetonka. The lake is really composed of a series of long, rather narrow, lakes, about half a mile to a mile wide generally, connected together in an irregular manner by somewhat narrower arms and by canals. Being nearly an hour's ride by rail from

in a broad, masterly, yet entertaining manner, which held his hearers closely.

### MINNEHAHA AND THE TWIN CITIES.

Sessions of the Scientific Section were scheduled for Thursday morning and afternoon, at which it was presumed that all the serious-minded members would appear, while the "ladies and their escorts" were to make a trolley tour of Minneapolis, visit the falls of Minnehaha and Lake Harriet, take luncheon on the grounds of the State University, and finally view "the points of interest within the borders of the Saintly City." The varied attractions proved so strong as to convert all but a half-dozen members into "escorts" for the ladies. The chairman of the Scientific Section expostulated in vain, and that gentleman, together with Messrs. Kauffman, Beal, Caspari, Mayo, Helfman, Peacock and one or two others were left to transact the weighty business of the Scientific Section, while many grave and reverend

W. S. Thompson. Mrs. Orton. C. G. Merrill. F. G. Ryan.  
Mrs. Whitney. H. M. Whitney. W. C. Alpers.



Chas. Caspari. Chas. E. Dohme. John F. Patton. Mrs. Cameron.  
Mrs. Dohme. R. C. Werner. Prof. Wood. Mrs. Alpers. Miss A. Dohme.

Group on the deck of the Steamer Northwest, en route to Minnetonka.

Minneapolis, there was but little temptation for the members to desert the meetings, except for the fishing, and this was so poor as not to prove much of a disturbing factor.

### THE RECEPTION.

The president's reception on Tuesday evening, August 24th, resolved itself into an informal dance to the excellent music furnished by the orchestra of the Lafayette.

### PRESIDENT NORTHRUP'S ADDRESS.

On Tuesday evening the assembly hall was filled with ladies and members of the association to hear the address from President Cyrus K. Northrup, of the University of Minnesota. Education was the subject treated, and it was handled

seigniors disported themselves as "escorts," to the intense indignation of the aforesaid chairman.

The programme of the excursionists was carried out as planned, with a few extemporaneous frills, and was much enjoyed by the participants.

### THE CONCERT.

The Ladies' Auxiliary Committee gave a most enjoyable concert in the assembly room of the hotel on Friday evening, the programme of which was as follows:

#### PROGRAMME OF THE CONCERT.

"On the Sea".....Buck Temple Quartette.  
Soprano Solo—"Voices of the Night"  
Miss Mattie Redlon.

Violin Solo—"Fantasia Appassionata,"  
Vieuxtemps

Mr. Emil Straka.

(a) "Fairiest Is She".....Nevin  
(b) "Sally in Our Alley".....Molloy Temple Quartette.

Baritone Solo—Selected.

Mr. G. Magnus Schutz.

Piano Solo—Suite—"A Summer

Night".....Oldberg

(a) "Twilight." (e) "On the Lake."  
(b) Song without (f) "Dance of the  
Words." Brownies."  
(c) "The Elf." (g) "Sunrise."  
(d) "Will o' the Wisp."

Mr. Arne Oldberg.

Overture—"William Tell".....Rossini  
Straka Orchestra.

Soprano Solo—"Elsa's Dream".....Wagner  
Miss Redlon.

"The Owl and the Pussy Cat".....De Koven  
Temple Quartette.

Piano Solo—"Toccata and Fugue."

D Major.....Bach-Tausig  
Mr. Oldberg.

Miss Eulalie Chenevert, Piano Accompanist.

The main interest of the evening centered in the work of Arne Oldberg, the son of Professor Oscar Oldberg, dean of the Illinois College of Pharmacy, who made his debut in America as a pianist about a year or so ago. His performance was quite equal to the expectation of even Professor Oldberg's warmest friends, the young pianist showing not only marvelous technique, but warmth of artistic imagination, which bids fair to place him in the very front ranks of the world's pianists. The suite of his own composition was full of pleasing and original fancies and was very cordially received by the audience. One of the encores played by Mr. Oldberg, a popular bit by Moschowski, was particularly well rendered.

### GAMES AND SPORTS.

An innovation in the way of sports and games was introduced for the first time in the history of the American Pharmaceutical Association on Friday afternoon. This included a number of events, such as sack, wheelbarrow and hurdle races, which furnished more amusement for the spectators, chiefly the ladies, than to the contestants.

### SATURDAY HOP.

Saturday evening was devoted to an informal dance, which caused all the ladies and young men of the association to come out in evening dress, and demonstrated the existence of much beauty, both feminine and masculine, among the pharmacists and their families.

### THE FINAL EXCURSION.

The St. Croix River is a working river. It has a definite mission, and that mission is to float down logs for a lumber company; all its other uses and occupations are wholly supplemental and subsidiary to this. The level of the river is controlled by a series of locks, which in turn are controlled by a logging company. There is a steamboat on the river when there is any river, and this steamboat was engaged to take the members of the association from Osceola, on the railroad, to Taylor's Falls. Unfortunately for the members of the local committee, for the visitors took it very philosophically, the exigencies of the logging business demanded the employing of that part of the river lying between Osceola and Taylor's Falls just before the time that the pharmacists reached Osceola, and as the only boat was not provided with



the kind of wheels which run on dry land, the visitors made the best they could of the circumstances and took possession of the very attractive picnic grounds near the railway station at Osceola, where the local committee served the luncheon which had been brought out from the city.

Music was also provided, and those so inclined, and some not so inclined, under the vigorous urging of Mr. Huhn, of the local committee, danced in the pavilion. A very interesting number of the programme was announced as a "lancers for members of boards of pharmacy only—they make others dance, now let them dance a little themselves." The Diastase Section of the association embraced this opportunity to hold an irregular session, the session being irregular because the permanent praesidium, Carl Sweden Norway Hallberg, was absent. The section was photographed in full regalia, but we are unable to present the photograph in this issue, owing to the tardiness of the engraver.

#### Alumni Reunions.

As Joseph Jacobs, of Atlanta, gave his name and money to the assistant local secretary for his entertainment ticket, that gentleman, a rather short, smooth-faced man with an expansive smile, broke out into partially intelligible exclamations of joy, in which the words, "Zeta Phi, '79, 4-11-44" were distinguished. Mr. Jacobs made two crosses on the back of the secretary's hand with his strongest rabbit's foot, but the man with the smile was proof against "conjuring," and quietly but firmly annexed the rabbit foot—"the mos' powerfull'es' chaam" that Mr. Jacobs ever had in his possession—so he says. The assistant secretary was "Jake" Smelzer, a classmate of Mr. Jacobs at the Philadelphia College of Pharmacy, and out of this meeting grew arrangements for the reunion of P. C. P. graduates on Friday evening and of the N. Y. C. P. graduates on Wednesday evening. Both of these occasions proved most enjoyable, and to commemorate the event the N. Y. C. P. alumni were photographed in a group, a reproduction of the photo being presented on another page.

#### Philadelphia Alumni Reunion.

Some twenty-four alumni and matriculants of the Philadelphia College of Pharmacy dined together in the ladies' ordinary of the Hotel Lafayette on Thursday evening, August 26th. President Morrison of the association was a special guest of the evening, and Professor Sadtler of the evening and Professor J. U. Lloyd, the latter an honorary member of the college, were also present. The evening was a delightful one, and C. Lewis Diehl, '62, who presided most happily, introduced the speakers between courses until every member present had been called upon and made some remarks. The only rule appeared to be that members should speak on any subject other than that assigned to them by the chairman. The speeches varied from grave to gay, from lively to severe, and the speeches of the older alumni abounded in tender memories of the members of the faculty who have passed away. The first health was drunk to the health of "our member over the sea." Professor Remington, now at Brussels. Toasts were drunk in silence to the memory of Maisch, Edward C. Jones, Procter and Parish, and many tender tributes paid them.

"Our Alumni Abroad" was the toast responded to by one of the speakers, and the secretary of the reunion, Caswell A. Mayo, '87, was instructed to convey the greetings of the gathering to Henry S. Welcome and Fred B. Power in London and Fred Hoffman in Leipsic, the health of these gentlemen being drunk with full honors. To name the speakers would be to name the entire number present, for every one was called upon from George W. Sloan, the earliest matriculant of the college present, down to S. B. Weiser, of '95, the infant of the gathering.

The members present expressed themselves as delighted with the idea of the reunion, and united in commending the work of Messrs. Jacobs and Smelzer, to whose initiative the reunion was due. As a memento of the occasion each member's name was inscribed in autograph upon the menu card, and each member present preserved a copy of the card with these signatures, while copies were sent to Messrs. Remington, Welcome, Power and Hoffman. The list of those present was as follows: C. Lewis Diehl, Samuel P. Sadtler, John Uri Lloyd, F. G. Ryan, George W. Kennedy, F. E. Stewart, A.



"THE STARBOARD WATCH."  
Mr. Whitney on Deck.

H. Keller, Lewis C. Hopp, Edward Kremers, Lucius E. Sayre, F. W. Meissner, Jr., Caswell A. Mayo, Joseph A. Morrison, Joseph Jacobs, Charles T. Heller, H. V. Arny, S. B. Weiser, F. R. Weiser, Albert E. Ebert, C. S. N. Hallberg, J. M. Good, J. D. Smelzer, George A. Newman and George W. Sloan.

#### Incidents of the Meeting.

The ladies spent Saturday afternoon at cards, a most delightful party being given in the parlors of the hotel, at which nearly all of the visiting ladies were present, and many of the auxiliary. Mrs. A. T. Hall, of the auxiliary, was the chairman of the Committee of Arrangements, and Mrs. Sheldrup acted in the capacity of hostess for the auxiliary. The first prize, a beautiful opal ring, was won by Mrs. C. M. Ford, of Denver; the second, a cut glass perfume bottle, by Luytes, of St. Louis, and the third, a Lafayette souvenir spoon, by Mrs. J. H. Rhodes, of Chicago. The first and third prizes were the gifts of Rentz Bros., of Minneapolis, and the second the gift of Charles Rice, of St. Paul. Early in the afternoon A. H. Antram was invited in to recite, and accepted the invitation to the great delight of the ladies. Mr. Antram comes from Chicago, and is a great admirer of James Whitcomb Riley, whose poems he recites in a manner second only to that of Mr. Riley himself.

One of the local dailies printed a paragraph in which twenty names of the members were mentioned, and out of the twenty, eighteen were spelled incorrectly, which is an unusually good average even for a provincial journal. Among the names mentioned were those of W. C. Alpero, of Bayome; Mr. Asslebroick and a number of others who would scarcely recognize their own names in the form in which they were printed.

Dr. Whelpley and Professor Diehl have all the advantages which experience and skill and a large and varied assortment of fishing tackle can give to the fisherman, but they were unable to tempt anything except a solitary bullhead from the waters of the lake. It is reported that the local fishermen in charge of the party attributed their ill-luck to their throwing this fish back into the water. Dr. Whelpley attributes the ill-luck to errors in selection of tackle. Every year he purchases about \$10 worth of new fishing tackle and comes to the association meeting prepared to capture all the fish thereabouts—but he don't.

The Minnesota Association held a voting contest at the Lake Park Hotel during the afternoon of Tuesday, which resulted as follows: Most popular lady druggist, Miss Josie Wanos, Minneapolis; most popular lady soda dispenser, Mrs. C. H. Huhn; most genial country druggist, Rob Lamm; prettiest traveling man (ladies only voting), A. Antram; most popular traveling man, C. A. Robinson; most genial druggist, C. H. Huhn; most popular city druggist, F. W. Finch.

Ingomar F. Orton, of Galveston, was the sole representative of Texas present at the meeting. Mr. Orton has become quite a plunger in stocks and grain and his drug business is now almost a side line. It is characteristic of his original methods that he came to the convention by way of New York city.

There were not very many present from over the line, but President Morrison, in the association affairs, and Henry Willis, of Quebec, in social matters, took good care of the reputation of our British cousins from the North. Mr. Willis has a very nice store of his own in Quebec, but he was so captivated with a small store in a second story in Minneapolis that he has put in an application for the first vacant clerkship which occurs there. This store, by the way, is owned by a young lady.

There are various methods of becoming famous, and one of the prominent members of the association has hit upon the expedient of carrying about with him a newspaper cut. It is not known how long he has been addicted to this practice, but much amusement was manifested by those who had the privilege of seeing the prominent member in question pass over to a reporter on a Minneapolis daily a cut which, to judge from the ink-stains on it, had seen varied, and, no doubt, useful, service. Some of the members thought it would have been rather more delicate on the part of the P. M. to have wrapped the cut in paper before handing it over; however, there is nothing like having the courage of one's convictions.

J. Hal Bobbett, of Raleigh, N. C., was one of the most striking figures of the convention. He is about 6 feet 4 inches tall, weighs about 350 pounds, and wears a hat with a wide brim, which gives him quite a cavalier air. The members present at the Asheville meeting who remembered the wealth of brim on the hat which he wore on that occasion were almost shocked to see that in the interim his hat had lost some two inches of the brim. Mr. Bobbett is not composed entirely of adipose tissue, for he has a full share of gray matter under his hat.

The Reception Committee at Chicago, who welcomed the members passing through to Minnetonka, was composed of the following gentlemen: T. V. Wooten, chairman; G. P. Engelhard, vice-chairman; John S. Hottinger, secretary; Mr. and Mrs. Charles E. Matthews, Mr. and Mrs. S. H. Black, Mr. and Mrs. H. W. Snow, Mr. and Mrs. W. M. Sempill, Mr. and Mrs. A. E. Remick, Mr. and Mrs. Henry Goetz, Mr. and Mrs. George R. Baker, Mr. and Mrs. Otto Hartwig, Mr. and Mrs. A. E. Ebert, Mr. and Mrs. George D. Searle, Mr. and Mrs. A. J. Walker, Mr. and Mrs. L. K. Waldron, Mrs. G. P. Engelhard and daughter, Louis Matthei, H. A. Antram, John Conrad, C. S. N. Hallberg, W. H. Schofield, S. A. Humiston, W. C. Scupham, J. H. Wells, A. C. Koch, Elliott Durand, Charles White, J. E. Bartlett, Peter Van Schaack, Jonathan Plummer, Josh Davidson, O. F. Schmidt, C. L. Clancy, Oscar Oldberg, James R. Owen, George Stansbury, E. H. Sargent, T. H. Patterson, Franklin S. Hereth, E. A. Wing, John Suydam, G. J. Schmitt, H. S. Maynard, George W. Mathieson and D. B. Scully.



At the dance Tuesday evening N. A. Kuhn, of Omaha, played master of ceremonies, while an old-fashioned Virginia reel was put on.

"Where did you learn all those fancy steps?" a lady asked him after the music had stopped.

"In an insane asylum," he replied. "I had the best time of my life there, and they taught dancing to perfection."

"In an insane asylum?" she queried.

"Yes, and when I got tired and wanted to come away I just walked out."

The look of amazement on her face deepened. "My friends have always said it was a mistake to let me go."

"The trouble was," said the irrepressible Kuhn, "that when I afterwards told her that I was the pharmacist in the institution and not a patient she refused to believe me for half an hour."

The reception of a new member is never complete until he has shaken hands with Paul G. Shuh, of Cairo, Ill. As a grip-communicator "Pa" is an immediate and overwhelming success. He is a giant physically. When he has finished his ministrations it is usually only necessary to call the ambulance.

A local paper touched up Mr. Shuh, giving him a rich German accent, as follows:

"Don't I get fooled once, though," he said

this morning, to a new member who had been put on and refused the proffered hand.

"How was it?"

"I run me against a fellow once and I say shake. 'Nice day,' I say, and I squeeze a little."

"'Nice day,' he says."

"'Fine vetter,' says I again, and I squeeze a little more."

"'Elegant,' he says."

"Then I gets mad and squeezes till I hear a crack. 'Good, ain't it?' I says."

"'Away from sight,' he comes back at me. Then, with that I gives one last shake und drops him."

"'What are you laughing at?' says I."

"'Why, that is a wooden hand,' says he, 'and I schust charge you for a new von.'"

"'By gum it vas, und I have to pay to square myself with der poys.'"

Carl Svanter Nicanor Hallberg, of Chicago, is a genuine anarchist, his friends say. Who else would have run for alderman on the Populist ticket? Who else would have shouted "Blaine" in the Palmer House, Chicago, when a crowd of howling Clevelandites filled the corridor? And who else would have submitted to the ejection without appeal to those minions of law and order which are popularly supposed to be on hand for rescue in just such emergencies?

view. It might be said that this condition was not a serious inconvenience, inasmuch as physicians who wanted exact doses could in many cases prescribe the isolated active principles. But, he said, that view would only be admissible if the isolated principle represented its value adequately. It is no doubt the base of that activity, but it does not represent the whole of the virtue of the plant, which is always a complex combination. The original therapeutic experiments on which most of our popular medicines have established their reputation were all made on the plants, and there are many physicians who desire to follow the experience of their predecessors without excluding the use of alkaloids in appropriate cases. By establishing such an ordinance as suggested, M. Ranwez argued, we should ensure a higher standard of drugs generally. If the proportion of active principle in drugs be not fixed officially in one direction, commerce will fix it in the other by providing drugs of the lowest quality salable. It was true that some drugs, such as opium, cinchona, and nuxvomica could not be estimated by simple dosage; but others, like ipecacuanha, belladonna, aconite, cantharides, and jalap, were capable of such treatment. Each case must be judged separately, and such progress should be made as was found possible. Ultimately M. Ranwez formulated, as the result of his argument, the proposition that the congress was of opinion that competent authorities should insist on medicines of fixed standards in active or important principles.

#### Discussion Pro and Con.

The discussion which followed indicated the interest which is taken in this subject. M. Colin, of Genappe, opposed the resolution. He said there was a general tendency in favor of the opinion that drugs should be of uniform strength so as to remove the objection to most of the galenical preparations, and do away with infusions, decoctions and other extemporaneous preparations not having a known composition. But if scientific precision were carried out by adopting the dosimetric and pharmacodynamic system, then the pharmacist would probably become simply a dispenser of ready-made pills or granules. Many therapists consider the plant itself better than the alkaloid or the glucoside it contains, and of quite a different medicinal action. Many extractive bodies are not yet sufficiently known to admit of adopting the plan Prof. Ranwez is anxious to introduce. Another objection is that galenical preparations vary very much, according to the way the plants have been collected, dried or kept, and according to the more or less careful manner in which the preparations are made. But if the chemist is careful as to the conditions under which he should collect or prepare in order to obtain a good preparation, the standard of the product would be, as a rule, of medium strength, and will not have such low or high percentage of active principles as to be open to the objections raised by Prof. Ranwez. If the quantity of emetine contained in extract of ipecac were the only point to be considered, it would be very easy for the chemist to put the required percentage of emetine in some inert extract, and by so doing he would be quite safe as regards the law, though the factitious extract would not contain the whole of the agents of the plant.

## Eighth International Pharmaceutical Congress.

### Standardization, Price-Cutting and Patent Medicine the Principal Subjects of Discussion at the Meeting in Brussels.

#### American Delegates in Attendance Take an Active Part.

IN the conference hall of the free university of Brussels on Saturday, August 14th, was held the first session of the Eighth International Pharmaceutical Congress. The seventh congress met in Chicago during the World's Fair.

Several hundred pharmacists from Belgium and other countries were registered as members at the Brussels meeting, and the congress opened with a very satisfactory attendance. Prof. Fernand Ranwez, of the University of Louvain, presided at the opening ceremony, and he was flanked on either side by M. de Bruyn, the Minister of Agriculture and Hygienic Affairs; M. van Vastelaer, M. Gilliaux, member of the Belgium Chamber of Deputies; M. Duyk, Secretary of the Congress; M. Andre, Director-General of the Department of Hygiene, and C. H. Vandeulwerck.

President Ranwez opened the proceedings by expressing a hearty appreciation of the assistance rendered by the King of Belgium, and by the Minister and Burgomaster of Brussels. He traced the history of the association and recalled the laborious work it has carried out in promoting the interests of pharmacy.

M. de Bruyn replied for the government, expressing the hope that the work of the congress would be useful to the profession as well as to the public. Reports were submitted by M. van Vastelaer and M. Duyk, the secretary-general, after which came the election of several honorary members and vice-chairmen. The Ministers de Fabareau and de Bruyn, the secretary of hygienic affairs, the Burgomaster of Brussels, the Governor of Brabant and the delegates from foreign countries were elected honorary vice-chairmen. Among the delegates thus honored were Prof. Remington, of Philadelphia; Louis Dohme, of Baltimore; Alfred Myers, of New Orleans, and Dr. F. B. Power, of London. The

thanks of the American delegation were voiced by Mr. Myers. Prof. Ranwez was then elected president of the congress and M. Duyk, general secretary.

#### Standardization.

At the second session, on Monday, a paper was read by Prof. Ranwez on the standardization of medicines. It was a reply to the question, "Is it not desirable in the present condition of scientific knowledge, to insist on the presence of a normal proportion of active principles in a preparation?" The congress of 1885, M. Ranwez reminded his hearers, had decided in favor of this view. It had resolved that chemical products should be of exact composition; that galenical substances should be as far as possible standardized; that Pharmacopoeias should establish an average standard for all drugs used for galenical preparations. As far as possible there should be a fixed ratio between the quantity of the drug used and the product, or at least there should be as few variations of proportion as possible. Also, Pharmacopoeias should indicate processes for assaying the active principles in drugs and their preparations. The Congress of Applied Chemistry in Paris in 1896 also passed a resolution that a permanent commission should be established in every country charged with determining the characters of purity of each medicament; fixing the proportions of active principles in similar medicaments in foreign Pharmacopoeias. M. Ranwez assumed that there could be no doubt that they approved these views, and the organizing committee of the congress had merely put the question into the programme to call further attention to it. He pointed out how unsatisfactory was the existing condition of variation from a therapeutical point of

**Prof. Ranwez's Resolution Adopted.**

The discussion was participated in by several other members, M. Petit, President of the General Pharmaceutical Association of France, taking a prominent part. The use of standardized solutions instead of pills or granules was, he thought, better suited for exact dispensing of potent chemical drugs. He suggested the addition to the resolution of the words, "so far as possible," and with this rider the resolution was put to the meeting and adopted by a large majority.

**To Regulate the Introduction of New Remedies.**

M. Ranwez's paper having been acted upon, M. E. Fayn, of Antwerp, presented a paper on the subject of new remedies. He suggested the following set of regulations to govern the introduction of new remedies:

1. That there should be especial depots for new remedies established by pharmacists at certain centres.
2. That the specially distinctive reactions of each new remedy should be published on the label as well as in the brochure relating to the remedy.
3. That laboratories should be established by pharmacists in certain centres for the analysis of new remedies.
4. That a permanent committee for the study of new medicinal products should be established, the members of which should be selected by different governments from the members of the academies of medicine or pharmacopoeia committees.
5. That there should be an official verification of serums and various glandular juices, etc.
6. That the nomenclature of new medicaments should be revised.
7. That there should be an annual supplement to the Pharmacopoeia published in every country.

**Mr. Myers Objects to Trade-Mark Rights in Medicaments.**

Speaking to the paper, Alfred Myers, of New Orleans, asked the congress to resolve that whenever a new chemical remedy was introduced pharmacists should always be at liberty to sell the same compound under its chemical name. He was supported by M. Petit, of Paris, who asked the congress to go on record as declaring "that trade-mark property should not be created in medicaments."

The discussion was continued at the general meeting on Tuesday and the proposition to appoint a commission for the purpose of ascertaining the nature of any new remedy introduced into use was rejected as being undesirable.

**Unqualified Persons in Pharmacy.**

The question of allowing unqualified persons to be associated with others in the conduct of a pharmaceutical business, either by partnership or by heritage, etc., also came up for discussion. The conclusions arrived at were that every pharmacy should be conducted personally by the proprietor; that he should not associate with himself any unqualified partners, and that widows or the children of a deceased pharmacist should not be allowed to continue a business under management, except for the purpose of securing within a limited period the most favorable opportunity for its transfer to a qualified person.

**The Question of Price-Cutting in France.**

The traffic in patent medicines came in for considerable discussion after the reading of a paper, by M. Raymond, entitled "A practical and legal means of avoiding the reduction of the marked price of specialties," and one by Aime

Bekaert, of Ghent, demanding, in the name of public health, of honesty, of science, of humanity, and many other noble causes, the absolute and unconditional suppression of the medicinal specialty. M. Raymond's proposition was to suppress the cutters through the manufacturers of patent medicines, who would be asked to attach a ticket to each package sold; that the pharmacists retailing the article should detach the ticket and fill it up, the amount being subsequently payable to him, providing that he had not been found to cut the specialty in any way. The advice of a lawyer had been taken with regard to the legality of this plan, and it was declared impossible of execution for various reasons, the chief of which was its conflict with the legal statutes. The idea of manufacturing non-secrets by associations of retailers had been suggested by one of the members, and the legality of this method was conceded, with certain reservations. Mr. Myers, of New Orleans, advocated that the manufacturer be compelled always to print the formula on the label. After some further discussion, M. Crignon, the editor of the *Repertoire de Pharmacie*, submitted the following resolution, which was adopted:

"Resolved, That in all countries special laws should be enacted containing a provision that the label affixed to packages of pharmaceutical products must indicate the name of the medicine, the dose, and all the ingredients entering in the composition."

The section also accepted the recommendations that effort should be made to obtain:

1. Larger representation of pharmacists in pharmacopoeia revision, including professional teachers as well as pharmacists in practice.
2. That local pharmaceutical associations should co-operate with medical societies, with the object of suppressing quackery and the use of secret remedies.

These resolutions were carried with acclamation, there being only one dissident.

Papers on standardization and pharmaceutical education followed, but these and the ensuing discussions were for the most part tame and unimportant. The closing sessions on Wednesday and Thursday were occupied with the reading of papers and discussion on pharmaceutical legislation in different countries; the advantages and disadvantages of admitting women to practice pharmacy; several papers on a universal pharmacopoeia, and a report by the committee appointed at the last meeting in Chicago to consider the preparation of a Pharmacopoeia of potent remedies, as follows:

**Report of the Chicago Committee.****PHARMACOPOEIA OF POTENT REMEDIES.**

The committee reports that progress has been made, and it is now in correspondence with representatives of various nations, relative to the appointment of members of the permanent commission in these countries. The illness of our distinguished confrere, Herr von Waldheim, of Vienna, has prevented the presentation of a full report at this time. The delays produced by the widely-separated locations of the correspondents in the various nations has added greatly to the difficulties, but the committee expects to complete the work as soon as possible. The resolutions adopted by the Seventh International Congress, under which the permanent committee derives its authority, are as follow:

**Resolved—**

"That the Seventh International Congress appoint a committee of three, of which the president (Professor Remington) shall be chairman,

the duty of which committee shall be to take the necessary steps for the appointment of an International Pharmacopoeia Commission to compile, publish, and distribute an international pharmacopoeia of potent remedies. The International Pharmacopoeial Commission shall consist of one member from each country represented at this Congress (Chicago), and from other countries as the committee of three may decide, the members of the commission to be selected by the Pharmacopoeia Committee of the various countries, or to be otherwise chosen if necessary. The committee of three shall be a permanent committee, and it shall be its duty to urge and expedite the work in every proper way, and in the event of the death or resignation of any member of this committee of three, the vacancy shall be filled by the other members."

**Resolved—**

"That the Congress (Chicago) accepts with thanks the proffer, by the American Pharmaceutical Association, of the sum of \$1,000 to help defray the expense of compiling, publishing, and distributing an international pharmacopoeia of potent remedies."

Respectfully submitted.

(Signed)

JOSEPH P. REMINGTON, Philadelphia.

MICHAEL CARTEIGHE, London.

ANTON VON WALDHEIM, Vienna.

August 16, 1897.

The social features of the congress were much in evidence, and the "raout" appeared to be the approved form of social gathering. The next congress will be held three years hence in Paris.

**THE BRITISH CONFERENCE.****Annual Meeting at Glasgow.****Papers Read.**

On Monday, August 9th, the British Pharmaceutical Conference, an organization of nearly similar scope with that of the American Pharmaceutical Association, met in annual session at Glasgow, Scotland, under the presidency of Dr. Charles Symes. The sessions lasted three days, and several visiting Americans were among those present. Prof. Remington was introduced and welcomed by the president of the conference, and many nice things were said of him by members of the conference, N. H. Martin, in particular, referring in very flattering terms to their distinguished visitor. Mr. Martin said the name of Remington was a household word, and nothing that he could say was necessary to commend the professor to an English audience. The mantle of Proctor and Parish had fallen on Prof. Remington and had been well borne by him. Prof. Remington made a suitable response, thanking the president for his warm words of welcome.

President Symes' annual address was a very lengthy document, consisting of the essence of thirty-three past presidential addresses and embodying a survey of the history of the conference. The address suggested the institution of an intermediate examination between the preliminary and the minor. President Symes thinks that if an interim examination were instituted which could be passed, say two or three years after registration as an apprentice or student, there would be an inducement for a youth to study from the commencement of his business career.

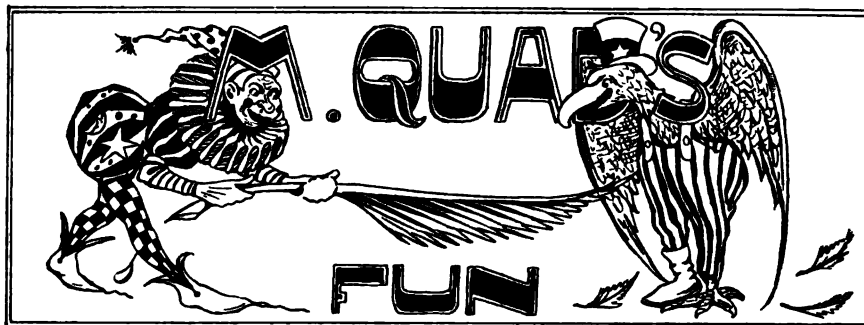
Prof. Atfield's paper on the philology of "asafetida," which was given in full in the August 25th number of the *American Druggist*, was read after some routine business had been transacted.

A paper on the chemistry of conium, embodying the results of a pharmaco-

physiological research, was next read by Messrs. Farr & Wright. Then came a paper on organotherapy, in which the author, Dr. J. C. McWalter, objected to the use of the powdered and compressed glands which are now used as remedial agents, because such forms of medication delay research upon the principles upon which the specific action of the organs depend. Citronella oil was the subject of a paper by J. C. Umney, who communicated the fact that the English oil has a lower specific gravity than oil distilled in the East. The paper was a plea for the use of the English oil on the ground of its finer aroma.

A plea for a better official standard for gum benzoin was made by Thomas Dunlop. The substitution of Siam benzoin for Sumatra benzoin was advocated and received some support. A new preparation of arsenic—sodium arsenio-tartrate—proved an interesting communication under the head of "Note on some soluble compounds of arsenic." This new tartrated arsenic has been found most useful as a substitute for preparations like Fowler's Solution. A paper which created considerable interest had for its subject what the author called, "the practical science of conduct." It was down on the list of papers as "Pharmaceutical Ethics—a Retrospect." A fresh contribution to the pharmacy of Easton Syrup, a preparation much used in England, which resembles somewhat our Elixir of Three Phosphates, was made by Robert Brodie, who advocates the use of quinine hydrochlorate in place of the phosphate. The cause of the decomposition and resulting trouble with the hypophosphite salts was described by Charles T. Tyler in a review of official and other tests for hypophosphorous acid and its salts, which he generally condemned. A paper of considerable interest to pharmacists was contributed by F. C. J. Bird under the title, "Medicinal Petroleum." We gave the paper in full in a preceding issue. A perusal of Mr. Bird's paper will show that the author has determined that sulphur is introduced by English manufacturers in the bleaching process, a practice which is not followed by American manufacturers. The assaying of tinctures by a new process was described by C. A. Seyler in an interesting paper. From a measured portion of the sample previously acidified he removes the alcohol by evaporation, restores the bulk with water, washes the acid liquid with chloroform to get rid of wax, etc., then adds ammonia, and dissolves out the alkaloid with chloroform. Others papers contributed were "The Salient Features of the Scottish Flora," by G. C. Druce; "Phosphates and Platinum" and "A Report on the Composition of Some Commercial Samples of Liquor Bismuth et Ammonii Citratis," by W. G. Stratton; "Disinfectant Soaps," by S. Rideal; "Our Present Knowledge of the Mydriatic Group," by Gordan Sharpe.

The officers of the British Pharmaceutical Conference elected for the ensuing year are as follows: President, Charles Symes, Ph.D., Liverpool; vice-presidents, Walter Hills, F.C.S., London; J. Laidlaw Ewing, Edinburgh; J. C. C. Payne, J.P., Belfast; W. F. Wells, Dublin; treasurer, John Moss, F.I.C., F.C.S., London; honorable general secretaries, W. A. H. Naylor, F.I.C., F.C.S., London; F. Ransom, F.C.S., Hitchin; editor of the Year-Book, Louis Siebold, F.I.C., F.C.S.



### Mr. Bowser's Remedy for Pneumonia.

By M. QUAD.

"AND now what's the matter with that boy?" demanded Mr. Bowser as he came home the other evening and found young Bowser cuddled up on the lounge and looking very pale-faced.

"He seemed to have a chill this afternoon," replied Mrs. Bowser.

"Seemed to have! Don't you know whether he did or not?"

"Yes, he did, and now he has a fever. I presume he caught cold in that storm the other day."

"Well, what you presume and what is a fact are two different things. Young man, run out your tongue!"

Young Bowser obeyed orders, and after a brief glance the father turned away with:

"Probably a case of pneumonia, and he won't live over three days. I'll see about doctoring him up after dinner."

After getting seated at the dinner-table, Mrs. Bowser felt that she ought to make ready for the coming move on Mr. Bowser's part, and she quietly said:

"I thought I'd send over after a few doses of quinine to break up his fever. It's just a simple cold, you know."

"I know nothing of the kind!" exclaimed Mr. Bowser, "and it's probably a good thing I got home as I did. I haven't made a thorough examination of the case yet, but there are all the symptoms of pneumonia present. I shall try to save his life, of course, but if it is too late you alone are to blame."

"Then we should call a doctor at once!"

"After I have made a diagnosis of the case we will see what we shall see," loftily replied Mr. Bowser.

A quarter of an hour later he was feeling of young Bowser's pulse—making a fresh examination of the tongue—turning back the eyelids and indulging in many a wise shake of the head.

"It's only a cold, eh?" anxiously queried Mrs. Bowser when the "diagnosis" was concluded.

"On the verge of pneumonia, just as I thought," replied Mr. Bowser.

"But it can't be! See—his fever is almost gone now, and I think I'll make him some tea and toast."

"I tell you that boy is on the verge of pneumonia!" repeated Mr. Bowser, "and pneumonia is something you can't fool with. Don't give him even one drop of water until I return."

"Are you going for the doctor?"

"No, ma'am. I'm going over to the drug store to have a remedy put up. I know the disease and I know the remedy."

"But this is no time to experiment!

You don't know anything about pneumonia or the remedy."

"Oh! I don't, eh? I haven't had it and cured it about twenty different times, perhaps? In one hour I'll have him drawn back from the grave, and no doctor could do any more."

Mrs. Bowser made further protests, but they fell on stony ground, and a few minutes later Mr. Bowser appeared at the drug store around the corner and said:

"My boy is threatened with pneumonia, and I guess I'll have you put up a remedy."

"Got a prescription?" was asked.

"No; I know the cure for it. You have jollop, of course?"

"Jollop? Jollop? Never heard of it. What's the nature of it?"

"A laxative, of course. Perhaps you haven't been in the drug business long!"

"Only twenty years. Do you mean jalap?"

That was what Mr. Bowser meant, but he felt mad and obstinate over his mistake and replied:

"Perhaps they've got a more fancy name for it, but I'll call it jalap to please you. You have flaxseed, I suppose, and you don't call it hayseed or birdseed?"

"And do you propose to mix jalap and flaxseed together?" exclaimed the druggist.

"I do, and add a little paregoric and sweet spirits of nitre. I shall want to make a big bowl full in all."

"But not for a case of pneumonia?"

"That's it, exactly. I seem to be perfectly sane, don't I? I am not in the habit of asking for chloride of lime when I want a porous plaster!"

"Mr. Bowser," said the druggist after a moment's thought, "have you had a doctor to see your boy?"

"No, sir."

"Then how do you know it's a case of pneumonia?"

"Because it has every symptom of it."

"You will excuse me, but how do you know?"

"How do I know I'm living!" shouted Mr. Bowser as his neck took on a blush. "I am here for a remedy for pneumonia. If you don't want to put it up somebody else will!"

At that moment a family physician entered the store, and the druggist appealed to him with:

"This is Mr. Bowser. He says he has a case of pneumonia at the house, and his remedy is jalap, flaxseed, paregoric and sweet spirits of nitre."

"Great lands, man, but you don't mean you are going to give anybody such a dose as that!" exclaimed the physician.

"And why not?"

"Because you'd probably be hung for

murder. Are you sure the case is pneumonia?"

"That's my diagnosis, sir!" stiffly replied Mr. Bowser.

"But how do you come to make a diagnosis? Are you a physician?"

"No, sir, but I think I can tell pneumonia from bilious colic. I came here for a remedy, but as my patronage is not desired I'll take it somewhere else."

The druggist wanted to smooth things over, and the doctor wanted to talk further about the case, but Mr. Bowser walked out as rigid as a ramrod. As he had to pass his house to reach another drug store, he ran in to see if any new

symptoms had developed. Young Bowser had got away with a cup of tea and a slice of toast and was kicking a ball around the sitting-room.

"He is better, you see," said Mrs. Bowser.

Mr. Bowser sat down and looked from her to the boy and back for two long minutes without a word. Then he suddenly stood up and exclaimed:

"Young man, you take yourself off to bed and don't let me hear a peep from you; and woman, if there is any more tomfooling around this house I shan't be three hours in making arrangements about the divorce and alimony!"

terests of customers are best looked after. If your store is best, wrestle with yourself until a fixed determination to possess this trade takes hold of you. This department is here to help you. Consult it as often as you like. The experience of half a hundred successful druggists can be drawn on for your benefit. You can have suggestions, advice, criticism and practical aid in many other ways. New features will be introduced from time to time and every effort will be made to extend real help to those who are in earnest in this matter.

### Criticism and Comment.

#### Building Up a Run-Down Trade.

U. G. Manning:  
Dear Sir—I have been reading your comments and suggestions on advertising, and believe you can help me promote my business. A couple of years ago I acquired a business that was badly run down. The former proprietor was dissipated. People became suspicious of the store, and gradually drifted away. Since I took hold trade has slowly improved, but it is hard to win people back. I have lived in this locality for fifteen years, and know about everybody. There are hundreds of people who ought to be trading with me who continue to go to other stores. I feel that it is largely a matter of habit with them, and that if I could talk with them personally I could get them to coming here. What sort of advertising would you suggest? Please omit my address in commenting.  
D. J. L.

If the store is now all right in every particular and you are widely and favorably known, the way out of the difficulty should be easy. The trouble is probably about what you think it is. The store was so long in disrepute that people have formed the habit of leaving it alone. It will pay to advertise heavily for a time, even though you have to practice the most rigid economy to do it. It can hardly fail to come back with interest in a few months. It will be well to do some newspaper advertising, and in your ads. tell about your methods, your reliable service and the quality of your goods.



### ADVERTISING AID.

#### HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### GETTING RICH, THOUGH A DRUGGIST.

THERE'S no use wasting words about drug advertising. Any druggist who has a business that deserves to grow can make it grow by use of printers' ink. But he must be in earnest about it. I had a talk some time since with a druggist who has a business of about \$80,000 a year. I asked him whether his trade had grown gradually from the first. He told me it had not. After he had been in business twelve years his annual sales were but \$10,000. Just at that time he determined to make it grow. He had not been in dead earnest before. He had advertised in a desultory fashion, and was in doubt as to whether it paid. He saw that advertising was building business for others and made up his mind that it should do as much for him. He put every available dollar into newspaper space. Instead of taking it easy he employed his spare time in the preparation of good live matter to go into the space he had bought.

Trade came with a rush and stayed with him. He attributes all his success to the firm determination that came to him in the hour of his greatest discouragement.

I have reason to know that not one druggist in ten is in earnest in this matter of getting on. He

NOT IN  
EARNEST.

He lacks nerve, ambition and determination. He will not reach out and take the trade that is right at his hand; trade that can be had almost for the asking. The greatest prizes must always be for the few, but moderate success is possible for any one who is endowed with ordinary capacity for business. One can make many mistakes in advertising and still win. One can hardly fail if he keeps persistently at it. I want to say right here that I do not know of one druggist who has put from one and one-half to two per cent of his gross sales into advertising, who has kept fresh, newsy matter in his ads., who has not more than held his own during these years of depression. If there is one who has done all this and failed to get due returns I want him to stand up.

There are thousands of druggists who are entitled to the trade that is now going to other thousands of druggists who do not deserve it. People are doing the best they know. They want to trade at the best store. Best does not mean largest; it means the store in which the in-

He thinks he is, but he isn't. He will not do the few simple things necessary.

### Checking Up.

After the prescription is carefully studied; after all the ingredients have been placed in your bottle—then we "check up," carefully review the quantities we have weighed and measured, and examine all the boxes or bottles from which drugs have been taken, to see that no mistake has been made.

We do this with all prescriptions, and take time to do it thoroughly.

You want all your prescriptions filled that way, do you not?

### CORN BELT DRUG STORE.

JOHN U. GARVER.  
East Side Square.

Be candid and frank. Don't try to juggle the truth. Let people understand that everything is different from what it once was, and that it will stay different. People admire frankness; they like straightforward talk; they are pleased to be taken

into the confidence of the man who asks for their trade. There is no way in which an interest can be so surely awakened as to tell the public some of those inner truths of business which most merchants are apt to conceal.

Your acquaintance should give you a leverage that ought to be used in another way. You should write down the name of every person you know who ought to trade with you and does not, and then determine that these people shall be won. Make up your mind to get them if it takes five years to do it. It needn't take five

you get them there treat them as though the very existence of your business depended on getting them to come again. This doesn't mean to overdo the matter. It means treating them just right. Send out free soda tickets with one letter, make a special offer of some article in another.

## Just One Corn

is quite enough for most people to get. What awful agony they give to the unfortunate possessor just when you wish to enjoy yourself the most. Haven't you ever had what might have been a pleasure trip made memorial by a dreadful corn—"couldn't go around much on account of my corns" is quite a common expression.

KINNER'S CORN CURE, 10 cents, is made to cure just such corns; it removes them with very little trouble and no pain or poison. You simply follow the directions on the box, give it a good trial and your 10 cents is yours if you are not pleased with the way it works.

**Kinner's Corn Cure,**  
10c.

**Kinner's,**  
173 Main Street,  
The Leading Druggist.

months to do it if you really have any personal hold on them. Write them letters, not necessarily personal letters, but letters that sound personal. Talk to them just as though you were face to face with them and were bound to make them realize your claim on their confidence and

## Of Interest to Cyclists.

After a spin you get thirsty and tired. Put up your wheel in one of our bicycle stands and come in and have a glass of our delicious Soda Water. It's quite the style now for ladies, when asked to have a glass of Soda, to say, "Yes, if you mean Johnson's."

**JOHNSON & JOHNSON,**

Graduates in Pharmacy.

patronage. You can be more candid in your letters than in your ads. You can be just as frank as if the words were spoken instead of written. Don't stop with one letter; send another, and another, until you have exhausted every argument that can be made. Try to get them to come to the store, and when

## Real Vanilla Is Scarce

MUCH of that sold is entirely artificial, being made from a coal-tar product. Some is composed largely of tonka bean. Tonka cost about one-sixth as much as vanilla. It is a first-rate tobacco flavor but is not fit for food. Careful housewives—those who take pride in their cooking—should use none but the best. It is told about here.

2.

### SOME PROTECTION.

The Pure Food Law gives you some protection against fraud. Food of any kind, if it contains anything but the pure article, must be so labeled or marked "compound." Look on the back of the average vanilla bottle and you will be apt to find it contains tonka in addition to vanilla; or it may be marked "compound."

### NO PROTECTION.

The Pure Food Law is a good one, but like most other laws is not obeyed by all. There are many unscrupulous manufacturers of vanilla. These take their chances of not being detected. They put up the worst kind of extract and sell it for pure vanilla. They are dangerous people.

3.

### PERFECT SAFETY.

If you buy our vanilla you are perfectly safe. It is just what the label says: Extract Vanilla. It is that and only that. Nothing more, nothing less. But there is also a difference in the strength and quality of vanilla.

### WHY OURS IS BETTER.

We use only the best materials: the finest Mexican vanilla bean, the purest alcohol and the best granulated sugar.

Our method of preparation is original with us. By this method we do one thing that other manufacturers do not do. We extract all the strength of the vanilla bean; they only a part.

4.

Our vanilla is allowed to "age." This imparts to it a rare and peculiar delicacy obtainable in no other way.

The color of our extract is imparted to it by the vanilla bean. We use no artificial coloring. We use no tonka or other admixture. We'd make it better if we could.

### THE PRICE.

On account of the advance in price of vanilla bean, we are obliged to charge a trifle more than formerly. Our price is: 15c. an ounce, 2 ounces for 25c., 8 ounces for 90c., \$1.75 a pint.

H. F. Ruhl, Ph.C.,  
Drugs,  
Manheim, Pa.

Try to so construct each letter with a view to getting them to call, and aim at the better half of the household as much as possible.

I believe I would make a separate list of families where there were children and enclose a little coupon for each child calling for some trifling gift. When the youngster arrives do more than you promised; add a little confectionery or give him a glass of soda. The surest way to reach a mother is to make friends with her offspring. Most druggists consider kids an unmitigated nuisance. You put up with the nuisance and turn the friendship and enthusiasm of the children to account. Children not only influence parents, but can be a direct benefit. They are sent after goods often, and will go to the store where they are treated best.

Do all the store advertising you can. Make the most of your windows. Make attractive display of goods in the store. Make everything look as though you were thriving. Don't get discouraged if trade doesn't increase with a bound. You have much in your favor, and if you are persistent it will be hardly possible for you to fail to win.

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### An Opening Announcement.

The Raymond-McCullough Drug Co., St. Louis, sends an opening announcement. It is printed in script on heavy paper and is in good taste throughout, though a trifle conventional in style. This opening announcement should be the first of an endless succession of type talks if advertising is to help them grow. This makes the public aware of a change in the firm. It will not bring any business. But if the introduction is properly followed up, this first piece of printed matter will yet be made to pay.

\*\*\*

### A Tireless Advertiser.

I like to call attention to the advertising of F. H. Ruhl, of Manheim, Pa., at frequent intervals, because he is one of the most tireless advertisers that I know of. He is eternally at it, and his work shows constant improvement. What he writes lacks smoothness sometimes and is not as concise as it might be, but these things will be gradually overcome.

He does his own printing, and is constantly getting out little slips and folders for store and general distribution. When a customer gets home and opens a package he is pretty sure to find some reminder of the fact that Mr. Ruhl is very much alive. One of his folders is reproduced in this issue. He talks one thing at a time and never runs out of things to talk about.

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### Work That Should Bring Results.

Johnson & Johnson, P. E. I.; J. U. Garver, Bloomington, Ill., and Geo. E. Kinner, Danbury, Conn., are aggressive advertisers. Their ads. are usually good. They are changed often, and I have no doubt that they bring results.

A sample of the work of each is reproduced. It will be well to observe that the setting of these ads. is extremely simple, yet all are attractive. Such ads. will be conspicuous in any paper. They can be duplicated by any country printer, barring the borders, perhaps, and this difficulty can be overcome by the druggist buying his own border.

The Sherman & McConnell Drug Co., Omaha, recently offered a bicycle brush to every lady who would call at the store on her wheel.



## WHOLESALE TO MEET IN RICHMOND, VA.

### Announcement of the Annual Con- ventions of the N. W. D. A. and P. A.

Arrangements are nearly completed for the meetings of the National Wholesale Druggists' Association and the Association of Manufacturers and Dealers in Proprietary Articles (now shortened to "Proprietary Association").

The two associations will meet in the city of Richmond, Va., on Monday, Oc-

tober 11th, and continue in session for three days. The place of meeting is The Jefferson, a hotel of recent construction, which is one of the most palatial hotels of the South. The sessions will be held in the assembly room on the top floor of this beautiful hotel, and ample accommodation has been secured for committee work. The Proprietary Association has arranged to hold its first session early on Monday morning, and the second session of this association is called for the afternoon, an arrangement which enables the P. A. to hold two sessions and transact much important business before the N. W. D. A. convenes.

The usual concessions have been made by the railroads for these meetings, and a rate of fare and a third has been made

	American Plan. Per day.	European.
Room for 1 person .....	\$4 00	\$1 50 upward
Room for 2 persons .....	8 00	3 00 "
Room with bath for 1 person.	5 00	2 50 "
Room with bath for 2 persons	9 00	5 00 "

for the round trip, the tickets being good from October 7th to October 20th. The tickets must, of course, be purchased on the certificate plan. The Committee on Arrangements advise members to plan their trip so as to arrive in Richmond on Sunday evening, or Monday morning at the latest. Rooms can be reserved by writing to the Hotel Jefferson, Richmond, Va., and stating the priced room wanted. The hotel rates at The Jefferson are as follows:

at 10 a. m., third session at 3 p. m. President's reception from 9 to 11 p. m.

Wednesday, October 13th—Fourth session at 10 a. m., fifth session at 2.30 p. m., entertainment at 9.30 p. m.

Thursday, October 14th—Sixth session at 11 a. m., seventh session at 6.30 p. m., banquet at 7 p. m.

Friday, October 15th—A trip down the James River on the steamer Pocahontas to Old Point. Dinner at the Hotel Chamberlain. At this point parties who wish to remain over can do so at the Hotel Chamberlain at \$3 per day, or they can go direct North from this point, or return to Richmond on train that evening, as they prefer. Parties who



THE JEFFERSON, RICHMOND, WHERE THE WHOLESALE TO MEET.

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The Proprietary Association is sending out through its secretary, Joseph Leeming, 73 Warren street, New York, very attractive circulars announcing the meeting. In these the entertainment features of the forthcoming meetings are alluded to, and a special appeal is made for the presence of ladies, as especial attention has been paid to making their entertainment complete.

The programme for the meetings is still incomplete, but the following outlines the arrangements:

#### MEETINGS OF THE N. W. D. A.

Monday, October 11th—First session at 8.30 p. m.

Tuesday, October 12th—Second session

wish to go on through can have baggage checked from Richmond to Old Point, and rechecked from there to destination.

#### PROPRIETARY ASSOCIATION.

The sessions of the Proprietary Association are arranged as follows:

First session, Monday, October 11th, at 10 a. m., second session at 2 p. m.

Third session, Tuesday, October 12th, at 4.30 p. m.

Fourth session, Wednesday, October 13th, at 4.30 p. m.

The members of the Entertainment Committee, including the Auxiliary Committee appointed by Chairman Powers, are as follows:

R. W. Powers, chairman; E. D. Taylor, G. G. Minor, N. V. Randolph, J. M.

Peters and C. G. Stone. Benjamin Valentine, G. H. Martin, Joseph Toy, Thos. P. Cook, R. L. Powers and Josiah Vaughan.

This committee will act for both associations in arranging all the features of entertainment.

## THE MINNESOTA STATE MEETING.

The Minnesota State Pharmaceutical Association met in thirteenth annual convention at Lake Park Hotel, Lake Minnetonka, August 23d. There were three business meetings—one in the morning and afternoon and one Tuesday morning. At the afternoon meeting officers were elected for the ensuing year. Fred Scott, of Stillwater, was chosen president of the association; H. T. Halverson, of Alexandria, first vice-president; F. W. Finch, of Hastings, second vice-president, and Miss Jossie A. Wanous, of Minneapolis, third vice-president. C. T. Heller and H. W. Rietzke, of St. Paul, were re-elected to the offices of secretary and treasurer respectively. J. T. Danek, of Minneapolis; A. T. Hall, of St. Paul, and A. J. Eckstein, of New Ulm, were elected to serve on the Executive Committee, Mr. Danek being selected as chairman.

The meetings were held in the spacious and comfortable pavilion on the lake shore.

The meeting was called to order by President E. C. Dorr, of Austin, shortly after 11 o'clock in the large pavilion. Mr. Dorr praised the work of the committee which had secured the meeting of the American association for Minnetonka. The druggists responded to the roll-call of Secretary C. T. Heller, of St. Paul, and then came numerous official reports and reports of visiting delegates to State conventions. The report of Secretary Heller showed a membership of 286 and contained a lengthy review of the "quo-warranto" proceedings to test the recent appointment of Truman Griffin by Governor Clough to the State Examining Board.

In his report Secretary Heller also recommended that the proceedings each year contain a summary of the Board of Pharmacy's proceedings. The value of this suggestion was at once recognized, and the recommendation was adopted.

Twenty-five applications for membership were announced, as follows: Albert E. Halstead, Mankato; George W. Gray, Brownsdale; John T. Breckenridge, Pine City; Charles H. Brown, Little Falls; Bert H. Larabee, Sleepy Eye; Caesar A. Portmann, Jackson; Robert F. Lynch, Monticello; John B. Carrels, Mazeppa; John Frisch, St. Charles; Jeppa N. Palmquist, Tracy; Charles Quist, Madison; Franklin W. Halbkat, Spring Valley; William F. Anderson, Rush City; Walter D. Richards, Lakefield; Anton J. Maerz, Chaska; Knute A. Johnson, Granite Falls; Slepston Fisher, Melrose; Frank F. Clifford, West Concord; Emil Bull, St. Paul; Henry Buehler, Misses Evelyn Williams and Helen E. Fernald, J. Francis Shefick, William K. Hicks, Minneapolis, and John Jelinek, St. Paul.

Among delegates who presented reports were Dean F. J. Wulling, delegate to New York; J. G. Kiesel, of Owatonna, delegate to North Dakota; B. O. Kyset, of Lanesboro, delegate to Iowa. Charles H. Huhn spoke briefly of the preparations made by the Committee on Arrange-

ments for the present convention, and S. W. Melendy presented a report in regard to the progress of the college of pharmacy at the university.

The treasurer's report showed the finances of the association to be in a satisfactory condition, the balance on hand being \$160.

### Afternoon Session.

Following the election of new members President Dorr made a short address, in which he complimented the members of the association on what had been accomplished during the past year. He was followed by D. R. Noyes, of St. Paul, who was present as a representative from the Wholesale Druggists' Association. Mr. Noyes had evidently been speculating in wheat, and had succeeded in following Baron Rothschild's famous advice to "buy them sheep and sell them deer." He dwelt in glowing terms upon dollar wheat, and found in it a sure augury of future prosperity for the druggists of the Northwest. He extended to the convention the hearty greetings of the wholesale association, and closed with the expression of a wish that for the future the two associations should work hand in hand.

At this point the convention again took up routine business. The report of the Board of Pharmacy was received and adopted. The Committee on Adulterations reported an improvement in the purity of drugs. The Committee on National Legislation presented a set of resolutions to be sent to the American Pharmaceutical Association, asking their committee to formulate a bill to prohibit the issuance of patents, copyrights or trade-marks on chemicals imported from foreign countries where that right is denied them in their own country. The Committee on Insurance reported adversely on the proposition to organize a company, and the Committee on the College of Pharmacy reported that institution to be in a flourishing condition. Dean Wulling was highly complimented in the report upon the success attendant upon his efforts and upon the high standing attained by the college.

The Committee on Legislation presented a review of the work done by them during the last session of the Legislature, mention being made of the much-discussed appointment on the State Board of Pharmacy. Five different bills of interest to pharmacists throughout the State were presented to the Legislature last winter, but of these four were considered objectionable by the committee and were defeated largely through its efforts. The fifth, which was known as the "Fieg peddler bill," became a law, but was afterwards declared unconstitutional by the courts. This bill was of importance to the country druggists rather than to those of the city, as it prohibited the peddling of patent medicines, nostrums and cure-alls.

There was no business session in the evening, but Dean Wulling delivered a very interesting address on the "Minnesota College of Pharmacy," which was largely attended by the members of the association.

### Tuesday's Session.

It was after 11 o'clock before the Minnesota association got down to business, but once the meeting was called to order things were rushed through, and by 12.30 all business had been disposed of, an ad-

journment being taken at that time till Saturday noon, when a short meeting was held for the purpose of electing new members, as follows: O. J. Lee, Osakis; D. W. Jones, Mabel; C. W. Drew, Minneapolis; W. S. Smetana, Minneapolis; F. H. Jurgens, Jordan.

The first business to come up was the consideration of committee reports left over from the session of the day before. The Committee on Trade Interests had prepared no report, but one of the members made a few remarks anent the much-discussed department store, and advised city druggists to make a determined fight against the selling of drugs and drug store sundries in such establishments. A short discussion ensued, and then the report of the Minnesota Pharmaceutical Manufacturing Company was taken up. The company was reported to be in good shape financially and otherwise.

The most important business of the session was embodied in a motion by Stewart Gamble. It provided for the adoption of a "trade-mark" or secret price-mark by the druggists of the State. This is to be put upon copies of prescriptions so as to insure a uniform price. It seems that whenever certain druggists have received a copied prescription to be filled, they have cut prices slightly, the idea being to undersell the establishment that originally filled the prescription. This thing has gone so far that the association felt something should be done to obviate it, and after some little discussion pro and con the motion was carried unanimously, the chair appointing Messrs. Gamble, Danek and Getty a committee to select the trade-mark, with instructions that they report to the Executive Committee, which will then issue copies of the marks adopted to all druggists applying for the same, and agreeing to live up to the requirements specified.

The matter of the selection of five names to be presented to the Governor, and from which he would be expected to select one for appointment on the State Board of Pharmacy, was brought up by Mr. Hicks, but a determined fight was made on the proposition and it was finally laid on the table, the sentiment of the majority being that the Governor had passed upon the association once, and that he should not be given a chance to repeat the experiment. His accident is not at all popular among Minnesota pharmacists, and it was stated openly on the convention floor that the best thing to be done was simply to let him do as he pleased or "go to — in his own way," as one member put it, and to make his re-election impossible.

A few minor amendments to the constitution were adopted, and then the chair appointed Messrs. Huhn and Shell-drup a committee to escort the officers elected at Monday's meeting to the platform.

Before the adjournment the convention decided to meet at Minnetonka again next year, and an invitation to go to Mankato, which had been sent to the secretary, was received and the secretary instructed to acknowledge the same with the thanks of the association for the invitation. In the afternoon the druggists went across the lake to attend the first general session of the American Pharmaceutical Association, which convened at the Beach.

Votes of thanks were extended to the retiring officers and committees and to those who had contributed to make the meeting a success.

## RUBBER SUNDRIES "POOL."

## A Combination to Advance Prices.

The manufacturers of druggists' rubber goods are to hold a meeting in New York city to-day (September 10th) for the formation of an association to regulate prices on druggists' rubber sundries. A call has been issued to all of the leading manufacturers and dealers in fine rubber goods for the druggists', surgical and stationery trades, and it is anticipated that the outcome of the conference will be an advance in the price of these goods to retail druggists and other dealers. Several of the leading manufacturers were requested by the AMERICAN DRUGGIST to furnish statements for publication, but beyond affirming the truth of the report that a conference had been arranged for no particulars of the proposed combination were given out.

Local rubber sundries men who were interviewed by the AMERICAN DRUGGIST representative were at first disposed to deny any knowledge whatever of the conference, but on being presented with satisfactory proof of the fact that the AMERICAN DRUGGIST had all the information regarding the proposed agreement among the manufacturers, they became a little more communicative, and admitted that a movement was on foot to advance prices on druggists' rubber goods. Said one manufacturer to the representative of this journal: "I can give you no additional information concerning the meeting. You have already satisfied me that you know more about the proposed agreement than I do myself. A conference has been arranged for Friday, but as the conference is to be a secret one I am not at liberty to name the place of meeting. However, any advance that may be made will be felt to a very slight extent only by the retail druggists; it will not amount to more than \$5 on a year's purchases."

## COMMISSIONER BLACKBURN SCORED.

## Sugar Importers Appeal to the Governor.

CINCINNATI, Ohio, September 5, 1897.—The controversy between Dairy and Food Commissioner Blackburn and Crooks & Co., the New York sugar importers, is growing quite interesting. At a recent trial in Columbus it was sought to prove that some Dutch sugar sold by Robert Crooks & Co., importers, contained ultramarine blue in quantities deleterious to health. Some evidence of a really startling nature was introduced during the trial. This was in the form of a letter from the company named, reflecting upon the motives of Commissioner Blackburn in prosecuting such cases. The communication was addressed to Governor Bushnell and was received by him. The company makes an appeal to the Governor for fairness, and the authors of this letter say that this is rendered necessary by what they term the "extraordinary" letter of the Commissioner "libeling" them and directed some time ago to Acting Secretary of State Adee. Among other things in the letter is this caustic reference to Mr. Blackburn and the Pure Food Department:

As we doubt both the impartiality and competence of his department, which seems more anxious for convictions than for justice, we

have offered to submit the Dutch sugar, for selling which our customers have been arrested, to the most experienced chemist in the United States, and have, through the charge d'affaires for The Netherlands, secured the detail of the chief chemist of the Treasury Department. The treasury has further kindly offered to have samples of the sugar tested in Washington, but Mr. Blackburn, while not questioning the status of the chemists detailed, is, we hear, not availing of this offer on the score of not having sufficient samples, although there is an ample quantity of the same sugar in Columbus, the identity of which can be readily proved. If he persists in this refusal he lays himself open to the grave suspicion of trying to justify flippant accusations by endeavoring to obtain a verdict in

a magistrate's court on a matter which can be promptly settled by an expert analysis. Mr. Blackburn has gone out of his way in the above mentioned letter to libel us as an unscrupulous firm.

This caustic letter has caused no end of talk throughout the State, and it is understood that Commissioner Blackburn is preparing a reply to be sent to Governor Bushnell which will itself be of the "tobasco sauce" order. At any rate the end is not yet, and some startling things may be expected before the crusade against alleged impure sugar is settled.



## Items of Personal Interest.

Henry Schoeneck, general manager of Kirk & Co., of Chicago, has been spending a week in town.

G. E. Remick, of the Phenique Chemical Co., St. Louis, was a recent visitor to the city on business.

Prof. E. L. Patch, of Boston, spent several days in New York last week settling the affairs of his branch office here.

Henry Allen, the well-known druggists' glassware dealer, has sailed for Europe. He took passage last week on the Etruria.

F. L. Upjohn left New York last week for a trip West. He will visit the laboratories of the Upjohn Pill and Granule Co., in Kalamazoo, Mich.

The Dr. L. F. Wolfstirn pharmacy, at 1100 Washington street, Hoboken, N. J., has recently been sold, the new owners being Victor Schmidt & Co.

Charles F. Tompkins, who recently came to this city from Milwaukee, is now prescriptionist at Hegeman & Co.'s pharmacy, 196 Broadway, New York city.

T. C. Wheaton Co., manufacturers of druggists' glassware and sundries, have opened an office in New York, at 221 Fulton street. W. S. Wheaton is in charge.

Alexander J. Silbermann, druggist at the corner of 147th street and Brook avenue, New York city, has just opened a branch drug store at the corner of 137th street and St. Ann's avenue.

Frederick O. Haase, Jr., one of the graduates of the New Jersey College of Pharmacy, class of '97, has accepted a position at Joseph Gibian's pharmacy, No. 1 Sussex avenue, Newark, N. J.

C. Livingston, formerly with R. L. Corbin, druggist at Ellenville, in the Catskills, and more recently at J. B. Campbell's pharmacy, in Suffern, N. Y., has resigned his position at the latter store.

Charles Moegling, formerly with H. A. Cassebeer, druggist at the corner of Seventy-fifth street and Madison avenue, New York city, has accepted a clerkship at E. P. Egan's pharmacy, 51 Main street, Flushing, L. I.

F. L. Flick, N. Y. C. P., '96, who resigned his position at Simeon Nauheim's pharmacy, corner of Fifty-ninth street and Lexington avenue, last May, on account of sickness, has entirely recovered. He expects to take a clerkship shortly.

Louis A. Lotz, N. Y. C. P., '96, for the past year manager of Frees & Co.'s pharmacy, at the corner of Thirty-eighth street and Third avenue, has resigned, and will act as assistant in his father's pharmacy, at No. 599 Morris avenue, this city.

Mr. Matthewson, who was formerly employed at Edgar Wigren's pharmacy, 188 Jersey street, New Brighton, S. I., has succeeded John Wackerbarth as manager of Mr. Wigren's branch drug store on Avenue D, near Twenty-second street, Bayonne, N. J.

K. D. Mellier, of the Mellier Drug Company, St. Louis, was in New York recently on a business trip. He was accompanied by his wife and niece. F. P. Morse, of the Hummel agency, acted as his cicerone part of the time of his stay here.

Charles F. Dodge, son of Robert Dodge, an old New York merchant, and a brother of the late ex-Judge William Dodge, died of consumption at his home, 353 West Eleventh street, August 21st. He was connected with the firm of McKesson & Robbins.

A. E. Drewery, recently in the employ of E. Milhau & Son, 183 Broadway, New York city, has accepted the position of first clerk at James Queen's pharmacy, at the corner of Fifty-fourth street and Third avenue, Brooklyn, where he has succeeded Peter J. Ehrgott.

William G. Moffit, formerly in the retail drug business at 60 Fulton street, and in the Astor House, at the corner of Broadway and Barclay street, is now the head clerk at Morrissey's "Open All Night" pharmacy, corner of Fulton street and Myrtle avenue, Brooklyn.

Henry Koopmann, the manager of the Spanish department at McKesson & Robbins, has returned from a two weeks' trip to the St. Lawrence river, Montreal, Au Sable chasm, Lakes Champlain and George, and Saratoga. He was accompanied by his wife, and they were delighted with the trip.

Albert Zoller, N. Y. C. P., '90, formerly in the employ of the Van Horne & Ellison Company, druggists at the corner of Forty-first street and Park avenue, New York city, and more recently at Engelhardt & Goldmann's pharmacy, corner of 116th street and Third avenue, has resigned his position at the latter pharmacy.

Dr. Henry Ettinger, of 2,150 Fifth avenue, while riding a bicycle on Kingsbridge road, near the Southern boulevard, on Tuesday evening, August 31st, ran into a wagon and broke his right arm. He was taken to the Fordham Hospital. Dr. Ettinger is a graduate of the New York College of Pharmacy, class of '83.

Owing to the resignation of Benjamin Taub, for the past two years the manager of the Myrtle Avenue Drug Company, at 137 Myrtle avenue, Brooklyn, Dr. Charles F. Pfister has been advanced to the position of manager. Dr. Pfister was one of the graduates of the post-graduate class at the New York College of Pharmacy, this spring.



Benjamin Taub, for the past two years the manager of the Myrtle Avenue Drug Company, at No. 137 Myrtle avenue, Brooklyn, has resigned his position and entered into partnership with V. Drossness, under the firm name of Drossness & Taub. They have purchased the Roosevelt pharmacy, at 145 Park row, this city. The store will be managed by Mr. Taub.

Dr. William Thomas Jones, who recently received his discharge as apothecary in the United States Navy owing to disability resulting from a fractured ankle, which he was unfortunate enough to receive while in the service, was married on Wednesday, August 25th, in this city, to Miss Elizabeth Franing, of Butte, Mont. Dr. Jones is a graduate of the New York College of Pharmacy, class of '81.

William Power, a clerk for A. J. Womters, a druggist in Weehawken Heights, N. J., was arrested Monday night by Deputy Sheriff Ferrier for selling whisky without a license. Power served whisky to Ferrier and several friends. Druggist Womters, who is a councilman, says the arrest was made for spite on the part of Ferrier, with whom he is not on good terms. Power was held in \$100 bail by Justice Stein, of Union Hill.

George Spaeth, a Long Island City druggist, sold a drug store to Charles Schroeder six months ago. The store was to be paid for in six monthly installments. Schroeder failed to make the last payment when it became due, on August 23d. Spaeth heard that the store had been put in the hands of a New York auctioneer for sale and took forcible possession of the place. Schroeder applied for a warrant for Spaeth's arrest on a charge of burglary. Police Justice Duffy told him his only redress was replevin proceedings.

## DRUG CLUB PROSPEROUS.

### Quarters May Have to Be Enlarged.

The Drug Club of New York continues to grow in popularity, and its future now seems well assured. The daily attendance of drug merchants during the summer months has never fallen below 125 to 150, and the House Committee is now debating the question of increased accommodations for the fall and winter attendance. Many improvements have been effected since the opening of the club. The bare aspect of the walls has been relieved with choice pictures donated by the members. Carpets of rich and attractive patterns have been laid in the smaller dining rooms, and the club has assumed a settled air of prosperity.

The success of the club has far exceeded the anticipations of the most sanguine members, and the question of enlarged quarters has recently come to the front. One-half of the twelfth floor of the Woodbridge Building, where the club is located, is occupied by the publishers of the *Oil, Paint and Drug Reporter* and the *Druggist's Circular*, and complaint has been expressed in some quarters that the Drug Club has suffered in prestige in consequence, the club being often regarded by visiting druggists as a mere annex to the publications named. There is some talk of the management being able to induce the publishing company to remove to some other part of the building and thus allow the club to take possession of the entire floor. Increased floor space is certainly a desideratum if the club is to maintain its present rate of progress.

### G. W. Hopping at the Head of the Hegeman Pharmacies.

The J. N. Hegeman Corporation, which owns and controls four pharmacies in this city, was reorganized last week, and George W. Hopping, treasurer of the firm of Seabury & Johnson, who has recently acquired stock in the corporation, was chosen president, A. W. Weissman, the former president, being named treasurer. It has been known for some

time that the affairs of the J. N. Hegeman corporation were in an unsatisfactory state. The business has not been a paying one since the death of Mr. Hegeman, though one or two of the stores has cleared expenses and shown a good balance on the profit side. Mr. Hopping intends to give his close personal attention to the management of the four pharmacies, and his well-known business methods should tell in the reconstruction of the corporation.

### C. G. Bacon, Jr., Makes No More Anker Bouillon Capsules.

C. G. Bacon, Jr., is no longer actively connected with the Anker Bouillon Co., the contract held by C. G. Bacon & Co. for the manufacture and sale of Anker's Bouillon Capsules having expired. The capsules will be manufactured hereafter by Louis F. Dodd, with Alfred Anker as manager. C. G. Bacon, Jr., is still a member of the Graham Co., which was incorporated about six months ago to manufacture the capsules, and of which Mr. Dodd is now the president. When seen by an AMERICAN DRUGGIST representative Mr. Bacon refused to speak for publication.

### Drug Bowlers Getting Ready.

The Wholesale Drug Trade Bowling Association of New York held a meeting in the Seabury Building, on September 9th, for the election of officers and reorganization. Plans for the fall and winter seasons were discussed, and considerable enthusiasm was shown on all sides. The officers of the association are: President, Francis H. Sloan; vice-president, Syd. H. Carragan; secretary, C. W. Rudyard; treasurer, Wm. DeZeller.

### Mr. Bacon's Welcome.

The home-coming of Richard Croker, the boss of Tammany Hall, which has received so much attention in the newspapers, paled into insignificance compared with the reception accorded Col. C. G. Bacon and his wife by their two sons, C. Graham Bacon, Jr., and Clarence E. Bacon, on the arrival of the steamship New York last Tuesday. The tug C. P. Raymond, Captain Coon, was chartered Monday afternoon, and the start down the bay was made from Pier 19 at one o'clock, with a week's provisions aboard. Steaming down to Sandy Hook Lightship an exchange of greetings was effected with the captain in command, who extended every courtesy to Mr. Bacon, Jr., and his party. After cruising about for some time and experiencing numerous false alarms, the steamer New York was finally sighted and red lights displayed. The tug reached the New York as it anchored off Quarantine, and those on board set off fireworks and displayed Mr. Bacon's yacht flag with the name Bacon standing out boldly from the illumination behind to indicate that Mr. Bacon was wanted. (Croker's friends thought it was a Tammany demonstration.) A big set piece with the word "Welcome" was then set off and afforded a fine pyrotechnic display. The New York was then boarded and affectionate greetings between father and mother and sons followed. Those who made up the party were C. Graham Bacon, Jr., Frank J. F. Miller, Sidney Green, Clarence E. Bacon and W. Hunter Hall.

### Mrs. Le Roy Webber Dead.

The many friends of J. Le Roy Webber will learn with sorrow of the death in Syracuse, on August 26th, of his wife.

Mrs. Webber was born Gertrude Clara Meier at Detroit twenty-four years ago. She was the daughter of Prof. Henry H. Meier, late of the University of California, at Berkeley, Alameda County, Cal., where he was the head of the Department of Chemistry and Pharmacy. Mrs. Webber was married in Detroit July 12, 1890. With her husband she removed to Baltimore, Md., and three years afterward to Syracuse, Mr. Webber being the superintendent of the Clinton Pharmaceutical Co. in West Water street.

## WESTERN NEW YORK.

### The News of Buffalo — Some Drug Store Patrons—Druggists' Bicycle Race.

BUFFALO, September 6.—The Grand Army encampment was a godsend to the sellers of soda-water, and probably all the more so because beer-sellers who bought privileges on the camp ground lost money. One druggist says that the heaviest sales during the week were of soda-water, cigars, cholera medicine and tooth brushes.

Some of the druggist's patrons are not conducive to his peace of mind. A man and a woman came into a west side pharmacy one evening lately and asked for whisky. The druggist declined to fill the order, and intimated that if they wanted that sort of goods they should go to a saloon. Then the man said something about "this town" and announced that he would go out and look for an all-round drug store. And the druggist smiled.

W. J. McCahill appears to be laying the foundation for a fine business in the manufacture of soda fountains. He states that he has already established a good run of custom South, having sold three fountains in one town.

The boys are having some sport over the sporty doings of the clerks, past and present, of the McArthur pharmacy. They got together one night and began to boast all 'round of their speed on the bicycle. The dispute waxed so heavy that the proprietor took a friendly hand in the matter. Being no novice himself, he proposed to turn umpire of a race with all of them in it, and to show his good faith he offered some really good prizes to the best men. The athletic field could not be secured, so the party went to the old driving park and there indulged in a mile run. W. J. Park came in first and won a \$7 silk umbrella; Robert Sheehan was second, and took a \$5 pair of military hair brushes; Harry Foster was third. His prize was a pair of link cuff buttons. The great joke of the occasion was the fact that the man who made the most racket about the race and advised the others that he was away ahead of their class came in last. And now McArthur thinks that he had the best of the race himself.

### News of the Hub.

Charles H. Cooper, of Pittsfield, succeeds George F. Wright & Son, of Dalton.

One of John H. Greer's clerks, Lawrence, started to draw some alcohol a few nights ago. A nearby light caused the fluid to ignite and a damage of about \$300 resulted. Mr. Greer is insured.

Albert F. Wright, of West Newton, is one of the active citizens of that city. He also believes in acts of kindness, and has recently been engaged in circulating a subscription paper for the benefit of the chief of police of the Newtons, who has been extremely ill. The mayor and other prominent citizens are assisting Mr. Wright in this worthy object.

A quarterly dividend of  $2\frac{1}{2}$  per cent has been declared by the Londonderry Lithia Spring Water Company, payable September 15th.

Dr. M. O. Carter, of Carter & Sherburne, Lowell, was married to Mrs. Hattie Brisbane, of West Newton, on August 25th. The home of the happy pair will be a new house recently built and furnished by the doctor. Dr. Carter has been in business in the Spindle City for twenty-seven years, and is a graduate of Dartmouth Medical College.

Edwin W. Shedd, Ph.G., of the T. Metcalf Company, spent his vacation in moving into a new house which he recently purchased.

#### Philadelphia Notes.

William Egloff has purchased the drug store of W. H. Borchert, Tenth and Jefferson, and will continue the business.

W. C. Ebaugh, Thirty-eighth and Lancaster avenue, is taking a short vacation at York, Pa.

Lewis P. Carstena, manager of Gatchells' drug store, is paying a visit to his home at Davenport, Ia.

J. L. Kooker and family have returned from a three weeks' stay in Atlantic City.

Howard S. Eckels, secretary and manager of the Fred W. Brown Manufacturing Co., Wyncote, Pa., with Mrs. Eckels and party, are making a bicycle tour north. They will visit Niagara and Toronto before returning.

H. C. Swartley, who bought out Llewellyn's drug store at 1410 Chestnut street, is making a number of improvements, consisting of new fixtures, mosaic floor and the taking in of a portion of the rear building.

Lawson C. Funk, Forty-second and Lancaster avenue, is enlarging his store by the addition of another building, besides making a number of alterations to the interior. He intends to buy in large quantities and do a large wholesale business.

#### Heard About Cincinnati.

Harry Streithorst is doing well in his new store.

Albert Meininger will locate in the East. His store is in charge of an assistant.

Julius Stephan, the Walnut Hills druggist, has returned to his home in this city. He will settle with creditors.

Edward Voss is remodeling his pretty pharmacy at the northwest corner of Twelfth and Vine streets.

Ashley Lloyd is with his family at Virginia Beach. Mr. Lloyd visited the Cincinnati ball club at Baltimore. He is treasurer of the club.

Matt Yorston, the Central avenue pharmacist, is one of the most earnest advocates of free and unlimited coinage of silver in the city. This in the face of the Klondike excitement.

#### Little News Notes from Michigan.

W. T. Drake, of Marshall, Mich., has sold his drug store to J. E. Mast and Al Hindenbach.

The Hazleton & Perkins Drug Co., Grand Rapids, Mich., has sold the Watrous drug stock at Newaygo, Mich., to J. A. Damon, who has removed it to Weidman.

N. Leasia, druggist, at Williamston, Mich., was recently burned out, causing a loss of \$3,000.

Dr. J. F. Hogguer, for many years a druggist in Detroit, has sold out his business and gone to Brussels to reside.

R. J. Collins has succeeded Jacobs & Collins in business at Tontogany, O.

Charles James has bought out William Parks, at Reese, Mich.

Albert Shain has sold his drug store at the corner of Trumbull and Merrick avenues, Detroit, to W. Gagnier & Co.

John F. Paddock, formerly in the employ of Grunow & Patterson, Detroit, has bought the drug store of Dr. W. L. Wilson, 986 Michigan avenue. Dr. Wilson came to Detroit twenty-five years ago with considerable money, said to have been \$25,000, and after spending nearly all of it, started a little drug store, which grew into a flourishing concern.

F. L. Wilson, formerly with White & White, Grand Rapids, Mich., has taken charge of the prescription department of the Petoskey pharmacy, at Petoskey.

Putnam Bros., of Kalamazoo, Mich., have sold out to Walter J. Briggs and Alva I. Ulrich, who will continue the business under the firm name of Briggs & Ulrich.

Horace D. Lee, of the firm of Sinclair & Lee, druggists at Homer, Mich., has bought the interest of his partner, Edwin F. Sinclair, and conducts the business under his own name.

H. H. Prosser, who has been the pharmacist at E. C. Haynes' drug store at Davidson, Mich., for a year past, has gone to Flushing, Mich., to enter the employ of J. E. Ottaway.

#### St. Louis News Notes.

It has been reported around town and is generally believed that the Grand Leader, the largest department store in St. Louis, is to have a drug department as soon as they get settled in their new quarters at Sixth street and Washington avenue.

William K. Ihardt has moved his drug store from Thirteenth and Lynch streets to King's highway and Page avenue.

Frank Reber is moving his store from 6800 Michigan avenue to 4576 South Broadway, the place recently vacated by L. W. O. Renkert, of the Mt. Pleasant pharmacy.

Richard Krings is putting a stock of goods in the stand recently vacated by William K. Ihardt at Thirteenth and Lynch street. Mr. Krings also owns the drug store at Broadway and Lynch street.

F. J. Carter, the manager of Parke, Davis & Co.'s office at this point, has just recovered from an attack of malarial fever.

J. H. Scherzinger has resigned his position with the Lafayette pharmacy, and is making preparations to open a store of his own on the corner of Eighth and Souard streets. Joe is of the hustling kind, who usually succeeds in whatever he undertakes.

#### Practical Prescription Work at the N. Y. College of Pharmacy.

The session of 1896-1897 at the New York College of Pharmacy witnessed the inauguration of a new departure in pharmaceutical teaching, namely, the opening of a practical dispensing department. The primary object in establishing this department was the provision of facilities for teaching dispensing pharmacy in a thoroughly practical manner, which heretofore had been impossible to do, owing to an absence of such facilities. The necessity for such teaching was apparent, inasmuch as it was found that the number of students entering college with little or no previous drug store training increased with each session. The wisdom of the new step was thoroughly demonstrated at the last college examination when the percentage of failures was reduced to a minimum and the standing of the individual student was higher than that of previous classes who had not received this additional instruction.

It was at first proposed to incorporate the new branch with the regular pharmacy lectures and laboratory work, but as the idea developed, and its possibilities became more and more apparent, it was decided to proceed on a more liberal basis. As a result, a large part of the ground floor of the college building which had been used theretofore as a reci-

tation room, was fitted up in a most liberal manner for the accommodation of the new department.

#### AMPLE FACILITIES PROVIDED.

The dimensions of the dispensing laboratory are 45x65 feet, and there are ample facilities for lighting, heating and ventilation. The working desks are fourteen in number, arranged in such a manner as to provide sufficient aisle room, and allow a free access to each desk. Each desk is in turn divided into four working spaces, and, being double, provides accommodations for eight students who may work simultaneously. This arrangement permits 112 students to receive instructions at one time, ample room being provided for each individual. In all, the laboratories can accommodate 336 students, as each working space can be used by three different individuals. Each student is provided with a drawer and closet in which to store his apparatus, and each desk is provided with an ample stock of material, which is replenished as occasion requires. The instruction given by this department is divided among the two classes, namely, the junior and senior. In the junior course the student becomes practically familiar with the various pharmaceutical manipulations, and the manufacture of the more simple galenical preparations. Later in the course he receives instruction in the more simple kinds of prescription incompatibles.

#### WORK OF THE SENIOR CLASS.

The senior work is chiefly of an advanced nature, such as reading and deciphering poorly and ambiguously written prescriptions.

The senior course also includes the study of the more uncommon forms of incompatibles, such as those of the newer remedies, etc. The importance of this part of the subject will at once appeal to the student who desires to become a well equipped pharmacist. While it is possible to accommodate 112 students at one time, this is never done. With the increased time for the session of 1897-1898, it is possible to divide the classes into small sections. This will not only prevent overcrowding, but will enable the professor in charge and his assistants to give each individual student personal supervision. It is only by such constant personal supervision that the instructor is enabled to watch the progress of the student. This is found of particular value during the junior course. The number of hours devoted to this work during the session of 1896-1897 was two each week for both junior and senior classes.

While this seemed like an adequate amount of time to complete the course in a thorough and systematic manner, it was soon found that more time would be required to do the subject justice. It was, therefore, decided in making up the schedule for 1897-1898 that a liberal increase in time be allowed to this department. This became possible on account of the whole day sessions, which begin with this term. The senior class now devotes  $4\frac{1}{2}$  hours and the junior class 3 hours each week to this work.

#### ADDITIONAL LECTURES.

In addition to this increase in laboratory hours, an additional lecture on the subject of practical pharmacy will be de-



livered to the senior class each week. Each class of preparations, official and many non-official, will be considered as regards their mode of preparation; tests of identity (wherever necessary), impurities present, and methods for the detection of these. The incompatibles of the various preparations will be considered in detail, and the lectures will embrace homeopathic dispensing. It is intended to make these lectures supplement the practical work done in the dispensing laboratory. The instruction offered by this department will not supplant the regular drug store experience, but rather aims to become supplementary to such

to become thoroughly proficient in the practical end of his business. G. C. D.

### NEW AND OLD ADVERTISERS.

Not the least interesting feature of the present issue of the *AMERICAN DRUGGIST* is the large number of new and interesting advertisements by both old and new patrons of the *AMERICAN DRUGGIST*. Calling attention to some of the special announcements, we are pleased to note the appearance in our advertising pages of several prominent advertisers who have taken space in preceding special issues of the *AMERICAN DRUGGIST*, a fact which speaks eloquently of the value of our journal as a medium for reaching buyers among the retail drug trade of the coun-

try by the International Perfumery Co., 131 Liberty street, New York, has achieved a remarkable popularity, and it sells wherever displayed. The International Perfumery Co. is deserving of the support of retail druggists, because their aim is to protect the druggist in his legitimate profits.

**JOHN M. MARIS & CO.**—An announcement of considerable interest to enterprising druggists is made on page 8 by the well-known firm of John M. Maris & Co., of New York and Philadelphia, who display a line of labels and stoppers for druggists' shop bottles which should appeal very strongly to the average druggist. As we have described in recent issues the new invention as applied to the production of the shop furniture bottles with enamel labels, we shall do no more than refer the reader to the very interesting announcement on the page named.

**UNGER BROS.**—Profitable side lines continue to be the subject of discussion among enterprising and up-to-date pharmacists. A notable contribution to the subject is made in the present number by Unger Bros., of 412-418 Halsey street and 26-36 Beecher street, Newark, N. J., who illustrate a line of brushes, mirrors and combs which can be handled to undoubted advantage by the retail druggists. This advertisement should be studied carefully.

**W. J. McCAHILL & CO.**—The announcement of this firm, which will be found on page 59, is one of especial interest in view of the fact that it shows druggists how they may save one-third of the expenses of fitting up a soda fountain. The mere mention of this fact will doubtless be all that is required to influence our readers to peruse this advertisement with especial care.

**THE ROCHESTER SHOW CASE WORKS.**—The point is made by this firm that the druggist who neglects to furnish his store with a Rochester show-case does not display his goods to the best advantage. Proof of the assertion is given in the illustrated advertisement of the Rochester Show Case Works on page 60.

**THE MELLOR & RITTENHOUSE CO.**—Liquorice in its varied forms is an indispensable article in the drug store. The Mellor & Rittenhouse Co., 218 North Twenty-second street, Philadelphia, have for years made a specialty of the manufacture of liquorice in rolls, lozenges, wafers and extract, beside numerous other forms of the article, and their long experience has enabled them to anticipate to a nicety the wants of the trade. It is well known that the liquorice preparations of the Mellor & Rittenhouse Co. are standard articles in the drug store, and M. & R. is invariably ordered when goods of standard quality are desired.

**STEARNS' ELECTRIC PASTE CO.**—This company manufactures one of the best advertised rat and roach pastes that is sold by the retail trade. The mediums used for advertising this popular vermin destroyer include some of the most widely circulated magazines and newspapers in the country, a fact which explains in some degree the great popularity which this paste has attained among householders. Stearns' Electric Rat and Roach Paste can be ordered through any firm of jobbing druggists or direct from the manufacturers, and prices are quoted in their full-page advertisement on page 67 of the present issue.

**THE NATIONAL BLANK CO.**—Something new to increase the prescription trade of druggists finds mention on page 62g of the present issue. The National Blank Co., of Cincinnati, O., have almost worked a revolution in the prescription blank business, and it has redounded wholly to the advantage of the retail druggists. Samples of the new blank with full information will be furnished upon application to the National Blank Co., Cincinnati, O.

**THE JERALDS MANUFACTURING CO.**—Every druggist realizes the difficulty of improving to any material extent the appearance of the traditional druggists' show globe. The difficulty appears to have been mastered by the Jeralds Manufacturing Company, 27 Murray street, New York, in the new "Parisian" show jars shown on page 68h of our special number. Druggists who are looking for novelties in the line of show jars should not fail to communicate promptly with the Jeralds Manufacturing Company.

**MEINECKE & CO.**—The specialties of this firm are so widely and favorably known in the metropolis that a word of commendation on our part would seem superfluous. In the attractive page advertisement of Meinecke & Co., on page 84, is shown a cut of the new sanitary nipple patented and trade-marked under the name, "Anti-Colic." The arguments in favor of the use of this nipple in preference to other nipples of its kind are fully set forth in this advertisement.



A SECTION OF THE NEW DISPENSING LABORATORY OF THE NEW YORK COLLEGE OF PHARMACY.

experience. Many young men do not desire to secure employment in drug stores during their college term; others have had only a very limited practical experience; while still others never have had any practical training whatever; to all such the instruction afforded by this department will prove of incalculable value. Even such students as possess a good practical knowledge will find that the study of incompatibles, when systematically pursued, will present many features unknown to them, and the value of which they are in a position to duly appreciate. The laboratories have been thoroughly renovated and fitted up with new apparatus during the summer months, and electricity will replace the gas lights hitherto in use. A study of the college catalogue will show the course to be such as will commend itself to the student who desires

try. The special features of the new advertisements in this issue are referred to in the succeeding paragraphs.

**PARFUMERIE ED. PINAUD.**—The advertisement of this widely known and highly reputable firm will be read with more than ordinary interest, in view of the suggestions contained in it regarding methods of attracting and keeping new customers. A few of the special importations of the firm are mentioned prominently in the page announcement on page 5.

**ALEXANDER H. REVELL & CO.**—Druggists who contemplate any change in their store arrangements would do well to communicate with Alexander H. Revell & Co., 431-437 Fifth avenue, Chicago, who make a specialty of the manufacture of fittings for drug stores and soda stands. All that is necessary to secure a quotation on any needed design is to make an accurate floor plan of the room to be fitted up and mail it to this firm, who will make drawings and quote very best cash price for strictly first-class work.

**INTERNATIONAL PERFUMERY CO.**—The new toilet preparation advertised on page



### AMONG THE TRAVELING SALESMEN.



#### Travelers at the American Pharmaceutical Association Meeting.

A large number of travelers were present at the Minnetonka meeting. We are unable to give a complete list of those present, but noted among those present were E. M. Estey, president of the Wisconsin Pharmaceutical Traveling Men's Association, of Seabury & Johnson; R. B. Smith, of Hance Bros. & White; J. A. Robinson and C. E. Harter, of Parke, Davis & Co.; A. E. Kemick, of W. R. Warner & Co., and the following gentlemen, who were by chance caught and kodaked in a group on the steps of the Hotel Lafayette: Charles E. Matthews, Sharp & Dohme; Charles H. Huhn and "Jake" Smeltzer, Lyman-Eliel Drug Co.; C. B. McCall, William R. Warner & Co.; Frank H. Chamberlain and R. T. Wincott, Minnesota Pharmaceutical Manufacturing Co.; H. A. Antram, B. Osann, Charles H. Rogers, C. P. Fortner and C. R. Davidson.

A. A. Antram, of Chicago, is a great admirer of James Whitcomb Riley, and has a repertoire of Western dialect stories and poems which would reflect credit upon many professionals. Mr. Antram is the central figure leaning against the post in the picture of the group of commercial travelers printed herewith. The portrait fails to do justice to the classic beauty of his countenance, which, combined with the charm of his yachting cap, won him the prize as the handsomest traveler in the voting contest, carried out by the State association. Wherever Mr. Antram sat on the piazzas of an evening there gathered a large, enthusiastic audience, for he might well say in the words of his favorite poem, "The gang is onto me."

Fries Brothers, manufacturing chemists, 94 Reade street, New York, are in the field with

**NEW YORK.** a line of synthetic perfumes and apparatus for the application of the new antiseptic and disinfectant, formalin. That a most vigorous canvass is to be made will be evident when it is known that Percy Magnus, formerly with McKenzie Bros. & Hill, and Larry Heilbrun, formerly with Merck & Co., have been engaged to push the sale of the specialties among physicians and druggists. Mr. Magnus has a wide acquaintance among retailers and wholesalers in all parts of the country, and is very popular. Larry Heilbrun is almost equally well known, but he is more accustomed to medical work, introducing new specialties to physicians, etc., a branch of work in which he is very successful.

Frank Weir, who has spent a great part of his active life as salesman for McKesson & Robbins in the sale of druggists' sundries, made his periodical trip to Buffalo this week. He is as successful as ever, and has lost none of his old popularity. Everybody likes to see him, which is praise in the highest.

H. H. Cheney, who can sell more goods than any one else and make the least apparent effort, is in Buffalo with toothbrush samples for the New York and Paris house of Dupont & Co. He needs no frills and has to tell no stories to get the attention of the trade. Business is business, and that is enough.

I. P. Richardson, formerly with Dodge & Olcott, is now actively engaged in introducing King's Pure Malt to the New England trade.

L. A. McGraw ("Still on the Side") is "doing" Canada this week in the company of "Bob" Service. As most everybody knows Mr. McGraw "does" the trade in the interest of Victorian perfumes, while Mr. Service represents J. M. Maris & Co., of Philadelphia and New York. An expectant public awaits with breathless interest the results of Mr. McGraw's campaign in Canada. He will be prominent in attendance at the Victorian Era Fair in Toronto.

Charles T. Thompson, who for some years past represented Smith, Benedict & Co., and later the Heath Drug Co., in Boston and vicinity, has recently entered the employ of Carter, Carter & Kilham, which firm

he will represent on the road. Mr. Thompson succeeds Thomas F. Mullen, and Mr. Mullen's friends will in the future find him at the establishment of the firm he recently represented as traveling salesman.

William W. Bartlett, Ph.G., is pushing his specialties among Massachusetts physicians. Mr. Bartlett occasionally finds time to call upon the druggists in the towns which he visits, and he is always sure of a warm welcome.

George Paturel, of F. Paturel & Co., 54 and 56 Duane street, essential oils, was in Boston recently on a business trip in the interest of his firm.

Samuel Neill, a popular and well-known salesman, with George C. Goodwin & Co., will take a well-earned rest late this month.

E. F. Mallory, of Lazell, Dalley & Co., is booming the perfumery trade among the wholesale druggists of St. Louis. **MISSOURI.** He has many friends at this point, who are always glad to see him.

F. Beffar, of the H. D. Folsom Arms Co. of New York city, has been bestirring himself among the St. Louis drug houses for the past few days. He usually secures some good-sized orders before leaving.

Victor Thorsch, the popular representative of Celestino, Castello & Co., the cigar firm of New York city, is stirring up business in St. Louis just at present.

F. B. Highet, the hustler who looks after the Western interests of the Butler Hard Rubber Co., of New York city, is cornering all the wholesale men of St. Louis, and it is said has secured some very good orders.

Not every Eastern representative coming to St. Louis carries off the orders that G. M. Smyth secures on his visits to this place. Representing J. M. Maris & Co., the Philadelphia glassware firm, is the mission he so well accomplishes.

A. N. Fisher is in St. Louis looking after the interests of A. G. Fisher & Co., the Chicago drug brokers.

J. M. Davidson has been selling the wholesale druggists of St. Louis all kinds of shoe blacking and dressing here of late. He represents the Frank Mith Co., of New York city.

A. Mannheimer is looking after New York city leather interests in the St. Louis market. He represents R. Wolff & Co.

H. White, representing W. S. Hume & Co., the old Kentucky whisky firm, has been calling on their St. Louis customers during the past week.

E. B. Williamson is "in the push" at present and is trying to "regulate the liver" of some St. Louis wholesale druggists. With Candy Cathartic Cascarets as his main topic he is kept quite busy.

H. C. Mathison has returned to St. Louis for a short time, from which point he will look after the Western interests of the Bromo-Seltzer people.

Fred Kraemer, the representative of the India Rubber Comb Co. of New York, has been visiting the different stores in this city in the interest of his house.

**PHILADELPHIA.** George A. Fuller, who represents Ed. Pinaud's perfumes, is doing a good business in this city.

Henry F. Doherty, of the Davol Rubber Co., is visiting his customers in this city.

Charles E. Hollyday and William L. Dorsey have been placed on the traveling lists of the fancy goods and sundry department of Smith, Kline & French Co.

J. C. Allan, representing the Star and Crescent Mill Co., of Philadelphia, is placing some good orders for Turkish towels with the St. Louis drug houses.

George M. Smyth, of J. M. Maris & Co., is away on a Western trip. H. C. Chambers, of the same house, is now in the South, and he is sending in a number of orders. W. L. Newville is also in the South, and doing a good business. Charles Kain, another representative of this firm, is home from a successful Western trip.



## Review of the Wholesale Drug Market.

NEW YORK, SEPTEMBER 9, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

**L**ITTLE change of importance has taken place during the past fortnight in the market for drugs, dye-stuffs and chemicals. The tone of the market continues to improve, and the general business outlook is very encouraging. Prices on most lines continue firm, and an advance is to be noted in a few of the leading staples.

### DRUGS.

**Alcohol** continues firm at the recent advance. The lowest quotation appears to be \$2.31 for grain in ten barrel lots.

**Balsam Copaiba** is slightly firmer, though no quotable change in price has been announced. For Central American 37c. to 40c. is asked. Para Copaiba is also firmer, though quotably unchanged, 45c. to 47½c. being yet quoted, as to quantity.

**Barks.**—Cascara Sagrada has experienced a fair jobbing inquiry during the interval, with the sales at 3½c. to 4½c. Elm is inquired for to some extent, but no sales of consequence are reported. We quote the range at 10c. to 12c. Soap finds a fair, steady outlet for consumptive purposes, and 6½c. to 7c. is the popular quotation.

**Cacao Butter** is without change of importance, either as regards price or demand. Importers are awaiting the results of the auction sales in Amsterdam and London, which are being held as we write. One hundred and forty-one tons were offered in the Amsterdam market and thirty tons in London. While 27c. to 28c. is generally quoted here, it is hinted that 26c. to 27c. would be accepted on a firm bid.

**Cassia Buds** continue held, with a fair show of firmness, and nothing now offers below 25c.

**Cod Liver Oil** shows a slight improvement, though the market quotation remains unaltered. Norwegian is in firmer position, several heavy transactions having been effected lately at full prices. The current quotation is \$22.00 to \$26.00 per barrel.

**Cuttlebone**, Trieste, is less firm, and 8c. to 8½c. will now buy.

**Juniper Berries** continue in demand, and sales are making at 2½c. and 2½c.

**Menthol**, Japanese, continues to gain in strength, and the position of the article in this market is well sustained; quoted \$2 and \$2.10.

**Morphine** is without special animation; previous prices are well sustained.

**Opium** is developing a firmer feeling, though no change in values has yet come to the surface. The Smyrna correspondent of the *Chemist and Druggist* reports a rising market, owing to heavy purchases for speculative and Dutch account. Offerings here are more reserved, and few holders quote less than \$2.40, though supplies could have been obtained in some instances at \$2.35. Orders for broken lots are being filled at \$2.37 to \$2.40, but important demand is yet lacking. Powdered held at \$3.10 to \$3.20.

**Quinine** is without change of consequence. Orders for bulk are being filled by manufacturers' agents, but with some reserve. Limited orders on the basis of 17c. for 100-ounce tins have been accepted from brokers for German bulk, but buyers of domestic quinine have been obliged to pay 20c. to 21c.

**Senna Leaves** continue in good jobbing demand, with the market for both Alexandria and Tinnivelly well sustained. Current quotations are maintained steadily.

**Sugar of Milk** is a trifle irregular, and values are largely nominal, though 10c. to 12c. is a popular quotation from domestic producers.

**Tonka Beans** continue in fair, steady demand at the previous range of, say \$1.60 to \$1.65 for Angostura, \$1.50 to \$1.55 for Surinam, and 17c. to 20c. for Para.

**Vanilla Beans** are neglected at the moment, and no special inquiry is experienced. Holders are, however, not disposed to increase the distribution by price concessions; values are as last quoted.

### DYESTUFFS.

**Aniline Salt** is improved slightly owing to smallness of stock, but prices are not materially affected. We hear of some sales at 19 cents, though 16 cents to 18 cents represents the market range.

**Gambier** is slightly easier, with a limited demand experienced. Sales on vessel in port have been made at 3 1-10 cents to 3½ cents as to quantity.

**Sumac**, Sicily, is firmer, owing to higher cost to import, and \$40 to \$45 is generally quoted.

### CHEMICALS.

**Arsenic**, white, is firmer, and it is difficult to shade English at 5½c.; Continental held at 5½c. spot, or near future delivery.

**Cream Tartar** is in improved condition, and an advance is asked by most holders. Crystals held at 24½c. to 25c., and powdered at 24½c. to 24¾c.

**Silver Nitrate** continues on the downward grade, and the current quotation is 38c. to 40c.

**Tartaric Acid** is maintained firmly at 31½c. to 32½c. for crystals and 32c. to 33c. for powdered, with numerous sales within this range.

Other chemicals remain inactive, and prices generally are as last quoted.

### ESSENTIAL OILS.

**Anise** has sold fairly in the interval, the bulk of the sales being at \$1.95 to \$2.

**Bergamot** shows some firmness, but values are nominally unchanged; \$1.75 to \$2 still represents the range as to quality and quantity.

**Peppermint** is a trifle unsettled, though no change in values is reported. Western in tins is held at \$1 to \$1.25, and case oil \$1.35 to \$1.45.

### GUMS.

**Aloes** is in fair, moderate request for Curacao, 2½c. to 2¾c. being the selling price.

**Arabic** is developing a firmer tendency, and sorts which are in fair demand are generally quoted 18c.

**Asafetida** has sold well in the interval, several large transactions having taken place at the quoted range of 16c. to 20c.

**Kino** continues scarce, and for the exceedingly limited supply of true available \$3 is asked.

### ROOTS.

**Aconite** is in steady, moderate request, with sales of German at the range of 9 cents to 10 cents.

**Belladonna**, new crop, is meeting with some attention, and sales are making at 14 cents.

**Ginseng** has receded from its firm position, and values are easier. Southern is generally bid \$2.25, Northern, \$3.20, and Northwestern, \$2.85. The weaker tone of the market is attributed to the fall in price of silver and to limited demand.

**Ginseng** has receded from its firm position at the range of 17½c. to 20c., and 19c. to 22c. for natural and bleached.

**Senega** is in fair request, and firm at 24c. to 25c.

### SEEDS.

**Canary**, Smyrna, is firmer, with 2c. quoted close for large lots.

**Mustard**, California, is without important change; yellow quoted 3c. and Trieste 3½c.

### Curtis H. Haskin Reappointed.

Governor Black has re-appointed Curtis H. Haskin as a member of the State Board of Pharmacy.

Mr. Haskin has for many years been a prominent druggist of Rochester, having formerly been a member of the firm of Haskin & Smith, druggists, in Powers Building, but is now connected with J. K. Post & Co. He was first appointed to the position which he now holds by Gov. Cleveland in 1882, and has been re-appointed by Govs. Hill, Flower and Black successively. The appointment is for a term of five years.

# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded 1871

Vol. XXXI. No. 6.  
Whole No. 383.

NEW YORK AND CHICAGO, SEPTEMBER 25, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**  
62-68 West Broadway, New York.

A. R. ELLIOTT, President.  
CASWELL A. MAYO, Ph.G., Editor.  
THOMAS J. KEENAN, Associate Editor.  
IRVING J. BENJAMIN, Business Manager.

Chicago Office, 222 Randolph Street.  
ROMAINE PIERSON, Manager.

**SUBSCRIPTION PRICE:**  
Paid in advance direct to this office - \$1.50  
Foreign countries - 2.50  
Single copies - .15

Advertising Rates will be quoted on Application.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month. We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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## DRUG FAMINE IN THE SOUTH

DISPATCHES from Biloxi, Miss., on the 10th inst. brought news of a scarcity of drugs at the seat of the yellow fever scare. An appeal was sent out by the local druggists, asking that supplies of drugs be promptly forwarded, and action was at once taken by the president of the Biloxi Board of Health, who wired the New Orleans health department, urging it in behalf of humanity, to see that requests for drugs were promptly attended to. In response to inquiries by the AMERICAN DRUGGIST, J. Davis McKee, a leading druggist of Biloxi, communicates the following particulars:

BILOXI, Miss., Sept. 13, 1897.

To the Editor.

SIR: The medical authorities have declared yellow fever here. So far there have been only twenty-five cases reported, and there is not a great deal of fear that it will spread. The greatest harm that has resulted so far has been from a complete stagnation of business. The factories, the principal source of employment, have closed down, and this throws some 200 or 300 persons out of employment, and an absolutely poverty-stricken class of people. The city is caring for them as best it can, but help from the outside world will soon be an absolute necessity to avoid suffering. Such medicines as camphor, asafoetida, castor oil, quinine, sulphur, carbolic acid and copperas will be greatly appreciated.

J. D. McKEE.

Here is an opportunity for the philanthropist in the drug trade to bestow charity where it is sadly needed. The horrors of a yellow fever scare, the isolation and mutual distrust, the terrors of the shotgun quarantine of one village against another can never be realized fully by one who has not passed through the ordeal. When to these horrors are added destitution, lack of food and of medicines the lot of the unhappy poor is miserable indeed.

Contributions of money and of medical supplies to relieve the suffering in the fever-stricken districts should be prompt

to be of avail, and it is to be hoped that the drug trade will not be backward in extending aid to the sufferers.

## REVISED PHARMACY LAW.

THE careful and systematic study of pharmacy laws and their operation which has been carried out by Messrs. Beal and Hallberg, as officers of the section on education and legislation of the American Pharmaceutical Association during the past few years, has furnished the material for the drafting of a pharmacy law which will be, not merely an ideal, but a practicably available law, the best suited to the conditions existing in the country in which it is to be administered.

We print on another page the report

of the committee of this section on the revision of pharmacy law. In

this report the general provisions of a model law are set forth, and these provisions may prove of interest to study.

That the regulation of the sale of poi-

sons comes within the police powers of the

State is now universally

conceded. In referring to this fact a manifest error occurs in the report, for reference is made (see page 185) to the "powers delegated to the States by the Constitution of the United States." It is with a distinct shock that one meets with so perverted a conception of the relations of the States and the United States. The secretary of the section could surely never have read, much less written such a sentence, for his paper on uniformity in pharmacy laws read last year before the Association displayed a very thorough and lucid comprehension of the constitutional relations of the several States to the central government. Nor is this error the only evidence of haste which mars an otherwise valuable report.

The sale of poisons must be confined to a class of men specially fitted by education and training for the responsibility—that is the pharmacist.

The poison schedule is the weak point of almost all pharmacy laws, and this must necessarily be so, because the term poison is a relative one, and because of the rapid growth of our materia medica, which ever produces new poisons to add to our lists. One excellent feature of the general provisions in the report which relate to the sale of poisons is the incorporation in the schedules of general paragraphs which cover generically all toxic substances, even though they are not mentioned individually. Such a paragraph is the following:

Drugs, animal or vegetable substances, crude, purified or powdered, the average dose of which does not exceed three decigrams (0.3) or 5 grains; and all preparations of these containing or representing more than 3 decigrams (0.3), or 5 grains, in five (5) Cc., or 80 minims (an average teaspoonful); or in five grams (5.0), 78 grains.

The subject of poison schedules has been well worked out by the committee, and the classifications suggested indicate careful and thorough study of the subject, being, in fact, the most important and most complete feature of the report.

The recommendation that two classes of establishments be provided for is a distinct departure from the prevailing practice in the United States, and will not, we think, prove popular at first. It has, however, been tried and proved successful in several European countries and has some advantages. The provision for two classes of establishments with cheaper registration fees for the country druggist will help to placate that obstreperous and inconvenient individual, the country member.

A third class of licensed dealers in drugs is provided for in villages where there is no licensed pharmacy or drug store. These may be general store-keepers who are to be licensed by the State boards, and who may carry in stock certain drugs only, which shall be specified by the board. This provision or a similar one is already in force in Illinois, but it would require expert generalship to secure any such law at the hands of the New York Legislature, while in other States where division between the "hay-seeds" and the city man is equally sharp, this provision would also cause trouble.

Next in importance to the poison regulations recommended by the committee, comes the provision for the registration of apprentices. The importance of this step can be fully realized when we bear in mind that the whole future of pharmacy lies in the hands of these same apprentices. Any care taken in the selection of the material from which our future pharmacists are to be made will be repaid an hundred-fold in the future.

In view of the highly technical character of the training of the pharmacist it seems meet that the question of adulteration should be dealt with by the Board of Pharmacy, and, therefore, the committee suggests that the Board of Pharmacy have supervision of the purity and strength of drugs.

The report represents a great deal of devoted labor in the public interest, and the committee deserve the thanks of the entire drug trade for the labor expended.

We had hoped that the report would take definite shape as a model law, but even in its present form it is full of interest and suggestion, though, as intimated above, bearing evidence of haste.

### PROPRIETARIES SUBJECT TO THE POISON LAW.

PROPRIETARY medicines have generally been exempted from the restrictions imposed on the sale of other medicines by the pharmacy law, and since the sale of poisons is usually regulated by the pharmacy act, there is in many States no restriction whatever thrown around the sale of any proprietary medicine, however toxic that medicine may be.

With that interesting capacity for the production of presidents and sensations which is characteristic of the State, Ohio now furnishes a new and interesting departure from the common rule in the issuance of notice by the Food Commissioner warning druggists and dealers in patent medicines against the sale of proprietary medicines containing poison. The law under which the Commissioner proposes to act in this matter is an act passed on April 21, 1890, to take effect sixty days later (87 O. L. 235), which reads as follows:

"Section 1. Be it enacted by the General Assembly of the State of Ohio. That whenever any pharmacist, druggist or other dealer in poisonous chemicals, medicines and drugs, whether wholesale or retail, shall sell any drug or chemical an indiscriminate or careless use of which would be destructive of human life, such dealer shall affix to each bottle or package of such drug, chemical or poison, a label printed in red ink, having on it the name of the article by which it is commonly known, the cautionary emblem of the skull and crossbones, the words 'caution' and 'poison,' and in addition thereto, at least two of the more readily obtainable effective antidotes to such poisonous articles.

"Section 2. Whosoever violates the provisions of section 1 of this act shall, upon conviction thereof before any court having competent jurisdiction, be fined in any sum not exceeding one hundred (\$100) dollars, nor less than ten (\$10) dollars.

The Commissioner says that "a great many so-called patent medicines or proprietary articles are simply used as vehicles to convey poisonous and dangerous narcotic drugs to persons and patients

already weakened with suffering and disease, thereby not only failing to give the relief or benefit sought for, but destroying every vestige of health and enslaving the unsuspecting victim to a fate far worse than death. After investigation I have found that many soothing cordials and syrups, cough syrups, catarrh cures and similar proprietary medicines contain morphine and other dangerous ingredients. The use of muriate of cocaine has become so general as to number its helpless, hopeless victims in nearly every community. Several cases of death after untold suffering have been reported to me that are believed to have been caused by the use of this dangerous drug found in so-called patent medicines."

Druggists and dealers having suspected preparations of this kind in stock should at once secure themselves from loss by prosecution by taking a written guarantee from jobber or manufacturer that their preparations do not contain poisonous drugs, and are not deleterious or dangerous to health.

It is the intention of the Food Commissioner to prosecute for the sale of medicines containing these dangerous drugs, unless each and every bottle or package containing them is labeled according to law, and he will call upon every honest citizen, and especially druggists and physicians, to aid in correcting what he says he believes to be "one of the most serious abuses of the times, and a menace to the health and happiness of many thousands of people."

The Commissioner places the retail druggist in a serious predicament by this order, for he apparently leaves it for the retailer to determine for himself what proprietaries come within the provisions of the act. The wording of the first section of the act is so vague as to cover almost every drug and chemical upon the shelf of the drug store, for "an indiscriminate or careless use" of almost any drug or chemical "would be destructive to human life." Is the druggist, then, to label as poisons all his drugs? If not, who is to draw for him the line of distinction?

The total lack of restriction on the sale of secret nostrums and proprietaries generally is undoubtedly a menace to the welfare of the public, as witness the spread of the morphine and cocaine habits from the indiscriminate use of catarrh cures and anodynes, and the hundreds of deaths due to the use of soothing-syrup. But some one in authority must draw the line of distinction between the harmless and the hurtful proprietary. Here is a task for the Food Commissioner. He should issue an index expurgatorius of proprietaries; should tell the druggist explicitly which proprietaries should bear a poison label, and when he has done this he will have done a real service to the public and to pharmacy.



[Written for the American Druggist.]

**A PROFITABLE SPECIALTY.****The Manufacture and Sale of Furniture Polish.**BY LEON L. WALTERS.  
New York City.

TO the wide-awake druggist many means are presented by which to enlarge his business and increase his sales, and that, too, without the necessity of stepping outside of the legitimate bounds of his profession. There are many widely-used preparations, the manufacture of which comes directly within the province of the pharmacist, and which, if properly pursued, become sources of very considerable trade and profit, and which tend greatly to offset the loss of trade in toilet articles, stationery and the like resulting from the fierce, and in many instances unfair, competition of department and other stores.

It is the object of these papers to give from time to time suggestions regarding the manufacture and sale of such articles as experience has proven to be eminently suited to the wants of the average druggist. Prominent among the means that are open to almost every druggist as a profitable addition to his business is the making and selling of

**Furniture Polishes and Creams.**

The amount of these preparations used annually is very considerable, and, with a little effort, there is no reason why the druggist should not be able to command at least a portion of this trade.

The polishes most generally sold vary widely in their composition and utility, and it is difficult to devise a formula for any one polish to give uniform satisfaction. Formulas are, therefore, given for a number of polishes and creams, any one of which produces a tolerably good article.

Perhaps the most widely-known and generally used of furniture polishes is the one commonly designated as

**"CHEMICAL" POLISH.**

Linseed oil..	40 parts.
Alcohol .....	4 parts.
Vinegar .....	16 parts.
Antimony chloride ..	2 parts.
Ammonium chloride	
Spirits of camphor, aa.....	1 part.

Place the oil in a large bottle, and add successively the antimony chloride, the spirits of camphor, the vinegar and the alcohol, part by part, and with constant shaking; when thoroughly incorporated add the sal ammoniac.

This, perhaps, as an "all around" polish gives better satisfaction than any other. The following simpler formula has, however, during a trial of some four years proven very satisfactory. It is sometimes sold as

**ACME FURNITURE POLISH.**

Boiled linseed oil ..	4 pints.
Alcohol .....	2 pints.
Turpentine .....	1½ pints.
Antimony terchloride solution.....	10 drs.

Mix the linseed oil and the turpentine; dissolve the antimony terchloride in the alcohol, and add to the oil and turpentine little by little, shaking after each addition.

**AN ACID POLISH.**

As a fair sample of polishes containing acids, the following may be taken:

Boiled linseed oil ..	3 ozs.
Alcohol .....	5 ozs.
Hydrochloric acid ..	2 drs.
Red saunders, q. s. to color.	

Mix the oil with the alcohol; then add the acid with constant shaking. As a renovating polish the above is widely used. It should be shaken up before being used.

Pastes and creams, on account of their cleanliness and ease of application, are coming to be quite generally used. The formula given below produces an article that will compare more than favorably with any now on the market:

**FURNITURE CREAM.**

White soap.....	2¼ ozs.
Spts. turpentine .....	80 ozs.
White wax.....	20 ozs.
Water.....	110 ozs.
Carbonate potash.....	1 oz.

Place the soap in a water-bath with a portion of the water, and melt by a gentle heat, adding the remaining water as fast as absorbed. Now add the wax and increase the heat until it melts. Reduce the heat and add the turpentine gradually, stirring until all is thoroughly incorporated. This produces an elegant article, which sells rapidly and gives even satisfaction. It should be put up in 1½ or 2-ounce ointment jars, properly labeled.

**The Selling of Them.**

Two fields are open for the sale of the above: First, at retail to local trade, and second in quantities to furniture dealers. For local trade there are two seasons at which special effort should be made to push the sale of the above, namely, during spring and fall house-cleanings. At these times the judicious use of window displays combined with appropriate, neat and striking signs, will be of great service. But of all the means at hand for calling your customers' attention to the fact that you make such preparations, perhaps the most efficient consists in the printing of a brief little folder with reference to furniture polishes alone. Such a folder of, say, four pages (two double pages) costs but comparatively little, and if properly composed, the results fully merit the outlay. Make it brief and concise, stating clearly and concisely the good points of your polish, directions for its use, with a little explanation as to just why the druggist, above all others, is best fitted to know what constitutes a good furniture polish, and why he is eminently qualified to make it. During the seasons mentioned an admirable plan for distributing the folders is to enclose one in each package as it is made up. When thus carried out this method, combined with a judicious personal recommendation to customers while in the store, will seldom fail of the desired end.

The supplying of dealers with polishes of various kinds opens up a new field to many druggists. Every furniture dealer uses yearly a considerable quantity of furniture polishes and creams, which, as a rule, he buys from his wholesale dealer in bulk. I know of one druggist who derived a considerable revenue from supplying polishes to the furniture trade of his town, and there is no reason why others should not be equally as successful. Make up a small quantity of each of the different polishes for which formulas are given and send a sample of each to the furniture dealers of your city accompanied by a circular telling of the advantages to be derived from purchasing his polishes from you, with an offer of putting them up to suit his trade. Such a letter, if properly worded and accompanied by the samples mentioned, seldom fails of a favorable reply. The manufacture of the polish need not detract in

the slightest degree from the usual business of the druggist. The preparations can be made at leisure, and, what is more, they serve as a vehicle for the employment of discarded alcohol, such as has been used in the cleaning of mortars and the like, and which otherwise is of little value.

**KINOS.**

BY JOSEPH BOSISTO, C.M.G.

The question submitted under the above heading\* is answered from Victoria, Australia, to the following extent:

That although the *Pterocarpus marsupium* and other species of the Natural Order Leguminosae yielding Kino is not known to exist in Australia, yet the Natural Order of Myrtaceae exists throughout Australia, and many of its manifold species exude kinos, and some catechus. These at present (save and except one) have not been found capable of commercial value arising from their sparse solubility in water or in any known cheap solvent; this arises from the gum kino not being collected within a few days after its appearance on the outer bark. The extreme bright sunlight of Australia, together with the warm thermal lines existing both night and day, suffers it to rapidly pass into a degraded bassoun—insoluble.

Quantities of such-like kinos exist throughout Australia, obtainable chiefly from *Eucalyptus marginata*, *Eucalyptus amygdalina*, *Eucalyptus sideroxylon*, *Eucalyptus fissilis*, and many others.

The one I have already indicated is the *Eucalyptus rostrata*, from which is exported annually about two tons of its gum; this is almost entirely soluble in water, and is a true kino. It is mentioned in "Squire's Companion to the B.P., 1882," as *gummi rubrum* from the *Eucalyptus rostrata*, and in "Martindale's Extra Pharmacopoeia."

The *Eucalyptus rostrata* species is one of the leading trees in many of the forests of Victoria, and is so productive of this kinic substance that being unable to force its way through the hard, tough outer bark it lodges itself in treacle form in large orifices or carbuncles between the wood and the bark in such quantities that I have known one and two bucketsful of the liquid to be obtained by boring a small orifice into the swollen part.

This liquid kino when evaporated in a vacuum pan is obtained as beautiful ruby-red gum kino thoroughly soluble in water or spirit.

The supply from Australia would be very great if only a remunerative market opened.

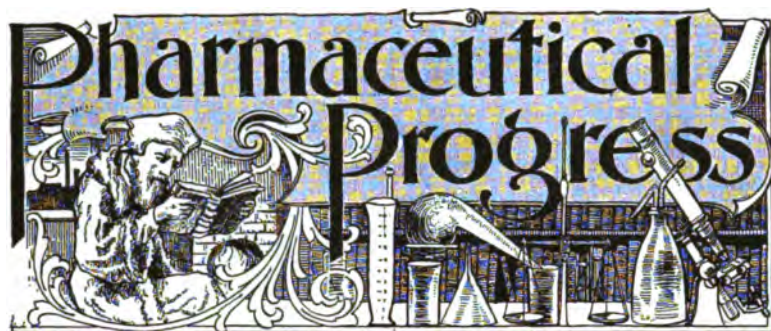
**Best of All.**

The AMERICAN DRUGGIST is, undoubtedly, the best for the practical pharmacist and student. I have been a constant reader of it since the first number was issued, and also of its predecessor, "New Remedies," since 1872, and the *Pharmaceutical Record* from the first number.

J. L. PUTEGNAT.

BROWNSVILLE, Texas, August 7, 1897.

\*The official variety is now almost unobtainable. Can its place be effectively supplied by others met with in commerce? B. P. C. Blue List Question No. 48.



**Epidermin** is the name which has been given to a mixture of pure fluorxytol and difluor-diphenyl in the proportions of one to five which has been recommended as an antiseptic in the form of a salve.

**Antitussin.**—This is the name given to difluor-diphenyl, which has recently been recommended as of value in the treatment of whooping cough. It is used in the form of a salve. No further details are forthcoming.

**Carniferrol** is a meat peptone preparation containing iron. It has an aromatic odor and agreeable liquorice-like taste. According to the manufacturer it contains 10 per cent of meat peptone and four-tenths of 1 per cent of iron. It is used as a tonic stomachic dietetic.

**Sodium Formate** has been recommended by Rochon in the treatment of acute croupous pneumonia in doses of 20 to 30 grains (3 to 7 grains for children). The fever disappears very rapidly, although it is followed by a slight diarrhoea and copious perspiration.

**Silver Sulpho-Phenylate.**—This is obtained, according to Zenardi (*Boll. Chim. Farm.*, 1897, 449), in the form of white prismatic needles by the action of phenyl-sulphuric acid on silver carbonate. The preparation, which is affected by the action of light, is recommended for use as an antiseptic.

**Ethylamin Urate.**—Ethylamin is, as is well known, a strong gaseous base of decidedly ammoniacal odor. It forms a salt with uric acid which is readily soluble in cold water, and which Dr. C. Goldschmidt believes can be utilized with advantage in the treatment of rheumatism and of gravel. A therapeutic study of the drug is now being made.

**Dioscorin.**—The alkaloid of *Dioscorea hirsuta* has been examined by Schutte. He assigns to it the formula  $C_{11}H_{11}NO_2$ , and has prepared the crystalline hydrochloride of the formula  $C_{11}H_{11}NO_2 \cdot HCl \cdot 2H_2O$ . This forms crystalline needles melting at  $204^\circ$ . The gold chloride and platinum chloride derivatives are also described.—*Neder. Tijd. v. Pharm.*

**Ferripton** is the name given by Zumke, of Serkowitz, to a concentrated iron preparation intended for administration subcutaneously or in water. The preparation is free from acid, does not attack the teeth, and when administered in diluted form, in which it is directed, has no distinctive odor or taste. Dr. Schuler has used the preparation on various forms of anemia and has reported good results.

**The Detection of Albumin in Urine.**—Bourceau recommends (*Chem. Centralbl.*, 1897, 116) the use of oxyphenyl sulphurous acid with the addition of one-third its own weight of sulpho-salicylic

acid. In the cold one drop of this reagent to each Cc. of urine produces a white precipitate of albumin and of alkali albumin. Propeptone, peptone, alkaloids, antipyrin, salicylates, urates and phosphates are not precipitated. The reagent promises to be of value in the detection of true albuminuria.

**Savonol** is the name given by the manufacturers to a new soft, soapy paste for the application of medicines externally. They prepare it by making first in the cold way a soap spirit from olive oil and potash and alcohol. This is carefully neutralized with chemically pure oleic acid, and, after evaporation of the alcohol present, turns into a soft salve-like mass. The soap so obtained is clearly soluble in water, alcohol and glycerin, and can, therefore, be used with medicines dissolved in these menstrua.

**Hydroxyl---Free Cod Liver Oil.**—Peter Moller, of Christiania, has patented and placed on the German market a form of cod liver oil under the above name in which all the oxy-fatty acids (which produce the disagreeable eructations) have been removed from the oil by treatment in an atmosphere of carbon dioxide. The taste of the preparation is said to be very mild and agreeable, and it is said it can be retained by the most delicate stomachs. It should be protected from air, and is, therefore, put up in bottles only.

**Limanol.**—This is the name which has been given by a Russian doctress to an extract prepared under a patent from the mud baths of Liman in Russia. These baths are located in the neighborhood of Odessa and have a very widespread reputation for curing rheumatism, gout, migraine, etc. This limanol is intended to be applied locally in diseases of the class named. In addition to the simple extract of the mud baths, limanol contains chloroform, ammonia liniment, oil of turpentine and spirit of soap. With the assistance which can be rendered by these ingredients it no doubt will make an efficient liniment.

**Pyraxolin.**—W. Meilck, of Hamburg, has prepared under this name an oxydized form of pyrogallol, for use in dermatology. This was done at the suggestion of Dr. Unna, who had observed that the action desired in the use of pyrogallol was really due only to the oxydized substance. This observation of Dr. Unna's is borne out, so it is claimed, by the fact that pyraxolin possesses all the therapeutic virtues of pyrogallol, but without any of its irritating action. No information is given as to the chemical nature of the pyraxolin. It occurs as a black powder, slightly soluble in water, but insoluble in absolute alcohol and in ether.

**New Method for Detecting Arsenic in the Presence of Antimony.**—According to Conradson (*Chem. Centralbl.*, 1897, 115), the following is an easy and reliable method for the detection of arsenic in the presence of antimony. If one has detected arsenic or antimony with silver nitrate paper (which is blackened by arsenic, antimony and tin compounds) one should use for control analysis a piece of filter paper which has been saturated with one drop each of nitric acid and potassium iodide solution. Pure hydrogen or arseniuretted hydrogen does not affect this paper, while the hydrogen compound of antimony produces a bright yellow to orange-yellow color.

**Separation of Morphine and Codeine.**—It is suggested by Fouquet that anisol may be utilized for the quantitative separation of morphine and codeine. The solubility of these two alkaloids is very different in that substance, that of codeine being, in 100 parts of the solvent, 7.8 at  $9^\circ$ , 15.28 at  $16^\circ$ , and 164 at  $100^\circ$ , while morphine is only soluble to the extent of 0.95 in 100 at  $100^\circ$ . A mixture of 1.044 Gm. of codeine and 0.710 Gm. of morphine was extracted with 20 Cc. of anisol, thrown on a filter, washed with another 10 Cc. of anisol, and the insoluble morphine dried and weighed. The weight found was 0.702, showing a loss of morphine of 1.026 per cent. For the separation of these two alkaloids anisol is to be preferred to other solvents in toxicological researches.

**Phesin a Derivative of Cosaprin.**—Cosaprin is a sulpho derivative of acetanilid which has already been referred to in these columns. Phesin, which has just been introduced, is an analogous derivative from phenacetin. The constitution of these two bodies is as follows:  
 $C_6H_5(O.C_2H_5)(SO_3Na)(NH.CO.CH_3)$  Phesin.  
 $C_6H_5(SO_3Na)(NH.CO.CH_3)$  Cosaprin.

So that phesin is ethoxy-cosaprin. Phesin is a reddish-brown amorphous powder, odorless, and of a sharp, salty taste. It is easily soluble in water, with a slightly acid reaction. Cosaprin is a greyish-white, light amorphous powder, odorless, with a slight saline taste. It is easily soluble in water, with an acid reaction. It is said that both bodies are very powerful antipyretics.

**Oxalic Acid on Corks.**—O. Wentzky states recently (*Apoth. Zeit.*, 1897, 63) he detected the presence of quite an appreciable quantity of oxalic acid on a lot of corks just received by him. On inquiring of the manufacturers as to the cause of the presence of this acid he was informed that its use in the manufacture of corks was quite common, and that the excess noted in this particular lot was due to the fact that the workmen had used an excess of oxalic acid. The same author had observed the presence of oxalic acid in corks coming from another manufacturer, although in this case the quantity was not so large. It is stated that the acid is used to free the cork from tannate of iron, which is formed by treating the corks with ferrous sulphate for the purpose of removing the excess of tannin on their surface.

**The Determination of Mercury in Mercurial Ointments.**—According to Fonze-Diacon (*Bull. de Phar. Sud-est*, 1897, 193) the following is a satisfactory method for making this determination: One to two drams of the ointment are weighed out upon a filter, which has previously been washed with ether and

weighed, and is then free from fat by extracting four times in a Soxhlet apparatus. The increased weight of the filter represents the amount of quicksilver present. The mercury is in very fine globules, which may be brought together by gently rubbing the filter, and will then form larger globules. This, however, does not readily occur if powdered charcoal or lampblack has been added as an adulterant, which sometimes happens. The residue left upon the filter should be wholly soluble in nitric acid, any residue indicating the presence of charcoal or lampblack. This process also lends itself to examination of ointments of red precipitate, calomel, etc.

**Formalol** is the name given by a Hanoverian manufacturer to a disinfectant powder, the virtues of which depend upon the formaldehyde contained in it.

**Assay of Iodoform Gauze.**—Schacherl (*Apoth. Zeit. Phar. Jour.*) takes from 1 to 1½ Gm. of the gauze, introduces it into a strong flask with 30 Gm. of a solution of sodium ethylate containing about 2 per cent of Na, and heats under pressure on the water-bath for half an hour. On cooling the residue is thoroughly washed with water, the alcohol evaporated off, and the alkaline liquid faintly acidulated with dilute nitric acid. 30 Cc. of 1% silver nitrate solution are then added, and the measure of the liquid carefully adjusted to 200 Cc. by the addition of distilled water. 100 Cc. are filtered off, and the uncombined silver determined in it with 1% ammonium sulphocyanate, using iron alum as an indicator. Each Cc. of 1% silver nitrate solution = 0.01309 Gm. of iodoform. Two specimens of gauze said to contain 50 and 30 per cent were found to give only 14.9 and 6.4 respectively.

**The Detection of Santonin.**—K. Thae-ter (*Arch. D. Pharm.*, 1897, No. 6) states that Udranszky's furofural reaction is the best as a qualitative test for santonin. A solution of santonin, to which a drop of 0.5 per cent of furofural water has been added gives, when concentrated sulphuric acid has been carefully added, at first a purple-red, then a carmine-red, a bluish-violet, a deep-blue, and, finally, a black color at the surface of contact between the two liquors. To avoid any error in carrying out this reaction it is necessary that the reaction with sulphuric acid be first tested experimentally. For the quantitative determination of santonin Thae-ter had worked out a process, the essential features of which are as follows: The drug is first exhausted with ether, the ether evaporated, the residue boiled with milk of lime, and the milk of lime boiled with water and filtered. To the dark-green filtrate a solution of albuminum acetate is added, the mixture boiled, evaporated, and an excess of burnt magnesia is added in order to neutralize the excess of acetic acid present. This mixture is then evaporated to dryness and heated to a temperature of 105° C. for two hours. This mass is then extracted with ether, the ether evaporated and the residue weighed. In three samples of santonin flowers the author found, according to this method, 2.26 to 2.78 per cent of santonin.

**Bacteriological Study of Ambergis.**—H. Beauregard, in concert with the regretted Professor G. Gouchet, has already shown that ambergis is an interesting calculus, which is developed and has its seat in the rectum of the sperm whale. This calculus, composed of crystals of ambrine mixed with a larger or smaller

amount of black pigment, derived from the rectal lining, contains also star-coral debris. When it is fresh, i. e., when it is just extracted from the rectum by the fishermen, it is of a soft consistency, and its odor is not at all agreeable on account of its predominant excrementitious character. But after being preserved for some years in an air-tight tin case it is gradually freed from this excrementitious odor, though losing little of its weight, and retains merely a delicate perfume *sui generis*, which gives it such a value that it reaches the price of from 3,000 to 7,000 francs per kilogram. This is not a case of slow desiccation, and cannot be imitated or accelerated by the withdrawal of water. Recent investigations by Beauregard prove that the change is due to a microbe for which the author proposes the name *Spirillum recti Physeteris*. As regards polymorphism this microbe is comparable to the spirillum of cholera. It is probable that the destruction of the faecal odor and the genesis of the delicate perfume are microbial phenomena. It remains to determine if the spirillum in question is pathogenous, at least for terrestrial animals.

**Orthoform** is the name given by Ornheim and Heinz (*Munchen Med. Woch.*, 1897, 34), to para-amido-meta-oxybenzoic acid methyl ester which they propose for use as a local anaesthetic in the treatment of wounds. Orthoform occurs as a white, light, rather voluminous, crystalline powder without either taste or odor. Its insolubility gives this substance a unique advantage over all known anaesthetics. Just sufficient of the substance is dissolved to produce the desired anaesthetic effect, but the solution occurs so slowly that only very small quantities of the anaesthetic can be carried away by absorption. For this reason the action of orthoform can be extended over a number of hours, or even days. Orthoform yields a decidedly crystalline compound with hydrochloric acid which is easily soluble in water, the solution giving an acid reaction. The hydrochloride has the same anaesthetic action as does the free orthoform itself, but on account of its acid reaction its solution is not always available. This salt is to be avoided in the treatment of delicate mucous surfaces, particularly the eye, and in the tissues (which have an alkaline reaction and which are very sensitive to acids). For this reason the hydrochloride is not available for hypodermic injections. When introduced into the eyes of guinea pigs a slight redness and irritation of the conjunctiva is observed, followed in a few moments by complete anaesthesia. On account of its lack of solubility this anaesthesia can be confined to a very definite area by simply spreading the powder over that part which is to be acted upon or by applying it in the form of a salve.

#### FRECKLE LOTION.

Tincture of tolu ..... 1 oz.  
Oil of Rosemary ..... 30 mins.  
Tincture of benzoin (simple)... 3 ozs.

Add a teaspoonful of this preparation to a wineglassful of water and apply night and morning.

#### GLYCERIN LACTO CABOLATE.

Boley uses the following in affections of the scalp in three different degrees of concentration:

	I.	II.	III.
Carbolic acid.....	1	2	5 parts
Lactic acid.....	2	4	15 parts
Glycerin .....	20	20	20 parts

#### Chemical Drying of Vanilla.

H. B. M. Consul C. W. Bennett, in his report upon the trade and agriculture of Reunion, gives a descriptive account of the treatment of vanilla by calcium chloride (*Phar. Jour.*). The old methods of preparation—drying in the open air upon screens in an airy situation or in hot-air stoves—resulted in a loss of perfume and required a large amount of hand labor. These drawbacks are avoided, however, by drying in closed vessels by means of calcium chloride, CaCl<sub>2</sub>. This operation is carried on in boxes of galvanized iron with a hinged door, closing on an india-rubber edging to ensure air-tightness. Each box has eleven drawers or trays, which can be drawn out separately. In the bottom and the sixth drawer vessels containing 18 kilos. of calcium chloride are placed, the other drawers holding 45 kilos. of vanilla. When the trays are filled with vanilla and the chloride vessels are in their places the door is made to fit perfectly into the door-jamb, the rivets in the box having previously been soldered to ensure it being hermetically closed. Every two or three days the vanilla is carefully examined, and any pods showing moisture are removed and put aside to be sunned and prepared by themselves in a special box. In from twenty-five to thirty days the vanilla reaches the required degree of dryness. If insufficiently dried it will not keep, and breeds small worms; if over-dried it keeps well, but is not supple, and is called "broken" (brisee), and has less commercial value. When the perfume of the vanilla is well developed it is thoroughly cleaned, 15 to 20 kilos. of vanilla being thrown into a perfectly clean receptacle, containing 25 to 30 litres of water at about 60° C. (140° F.), and is vigorously stirred by hand. The pods are then withdrawn, lightly wiped, and put to dry in the shade, and when dry are sorted and classed according to length and quality, and made up into bundles and placed into tin boxes with covers holding 4 to 5 kilos. each. Mildewed pods are worked up by various processes and sold as inferior vanilla.

#### The Toad and the Salamander as Drugs.

Hewlett (*Science Progress*, July; *Lancet*, July 31st) shows that the old practice of prescribing preparations of the toad as remedies for dropsy was not so absurd as might at first appear, for, as he has shown, a substance is secreted by the toad's skin that is very like digitalin, and hence may have a favorable effect in cases of cardiac dropsy. It would appear that the active principles of the venoms of the toad and salamander are totally different substances from those of snake venom, the former being alkaloidal, while the latter are proteid in nature. Curiously enough, the venom of the toad and salamander is fatal to the animal which secretes it only in comparatively large amounts. The salamander appears to be remarkably refractory to certain poisons; it is only completely "curarized" by forty-three milligrammes of curare, while morphine is apparently quite inactive. It has been demonstrated by actual experiment that the salamander's blood and blood serum act as an antitoxin toward curare. The article seems to show that the belief of the ancients in the venomous nature of the toad and salamander was not altogether devoid of foundation.



# Pharmacy Papers.

## Technical, Scientific and Business.

Read at the Forty-Fifth Annual Meeting of the A. Ph. A.,  
August 23-31, 1897.

Minnetonka Beach, Minn.

### BACTERIOLOGY FOR THE PHARMACIST.

By OWEN W. KRUEGER, Ph.G., M.D.

Bacteriological examinations and urinary analysis are paramount factors in the art of distinguishing diseases, being in some cases helpful and in some absolutely essential. Comparatively few physicians are familiar with bacteriological methods of examination, and fewer pharmacists. This is a stubborn fact, existing in opposition to the multitudinous imperative demands for scientific and skillful methods of diagnosis to check the ravages of disease, and it seems strange to me that physicians do not manifest greater anxiety and interest in acquiring a thorough knowledge of that most certain of all means of diagnosis—bacteriology. I have seen men studying their friends' dispositions, to take advantage of them. I have seen disease creep, with the silent tread of a cat, into the human organism, and send the sexton into the cemetery to prepare the grave; not because there was no cure for the disease, but because it was not known what the disease was until it was too late to cure it. Certainly the fox is no more cunning, artful and sly than consumption; and no certain diagnosis of this disease in its incipient state can be had except by bacteriological examination. The same is true of ophthalmia neonatorum, typhoid fever, diphtheria, and many other equally treacherous and destructive maladies—heirlooms of the flesh.

#### Urinary Analysis.

Long experience has demonstrated that it is expedient, and in some cases even necessary, for the pharmacist to be familiar with the principal methods of urinary analysis in order to assist the physician in diagnosing diseases. Experience during the past ten years has also demonstrated that bacteriological methods of examination have acquired equal rank and importance. These two factors, in their peculiar degrees, are of chemical nature, and require laboratory experience, chemical agents, etc.

#### Bacteriological Examinations.

I want to assign a few very good reasons why the pharmacist should extend his sphere of knowledge and usefulness to the department of bacteriology. In order to be an up-to-date co-worker with an up-to-date physician the pharmacist must become a bacteriologist. During the past two years I have made bacteriological examinations for many physicians of Kansas City, and am convinced that I have been of great assistance to them by the material benefit they have been to

me, for they have manifested their gratitude in manifold sincere and remunerative ways. Comparatively few physicians are acquainted with the bacteriological methods of examination, and the great majority of them have to depend wholly upon the small minority or the up-to-date pharmacists. The small minority of physicians who are able to make these examinations are practitioners of prominence, and because of their eminence and all-absorbing practice they welcome the opportunity to delegate the work to the pharmacist, whose compensation is always adequate, and consists of good-will and increased volume of business.

#### The Theoretic Interest.

To the pharmacist who loves his profession and business these bacteriological investigations are of intense interest, theoretically, and my experience has proven conclusively that the practical benefits can neither be enumerated nor estimated. A little extra time is required, and a little more comprehensive knowledge of the workings of the microscope; but are not these attributes of a modern pharmacist, and do they not bring him into closer relationship with the profession upon which his own success so largely depends? I realize that many towns are so small that bacteriological patronage might not prove remunerative as a special department, but the subject itself is of vast importance, and we should not look altogether to immediate results. A little more time at school and the pharmacist becomes a bacteriologist, and bacteriology, as a part of pharmacy, might save a life—even a village.

#### An Instance.

There may be some present who do not deem it necessary for the pharmacist to burden himself with knowledge for the sake of the physician. Gentlemen, aside from the benefits that inure to the community and pharmacist, occasions often arise when the pharmacist without a knowledge of bacteriology may suffer irreparable injury, when a knowledge of this branch of science would afford him satisfaction and protection. I have in mind a case where a pharmacist dispensed a box of "Fairchild's Peptogenic Powder," which the physician claimed was undergoing bacterial decomposition and had produced in his patient very serious symptoms of ptomain poisoning, almost resulting in this instance in death. A knowledge on the part of the pharmacist of this branch of science would have enabled him to determine the accuracy or fallacy of the physician's opinion, and would have afforded self-protection and preservation of his reputation. But he was obliged to bear the

odium, and suffer the loss of prestige and business. This is one instance. No doubt many others arise where bacteriology is of service to the pharmacist when called upon to make examinations of food products, water, etc., to determine their healthfulness.

Having given a few of the principal reasons why a pharmacist should be able to make these bacteriological examinations, I shall endeavor to give brief descriptions of the principal diseases that are distinguished by the aid of bacteriology, of the germs which cause these diseases, and of the most practical methods of staining and recognizing them.

#### Diseases Distinguished by Bacteriology.

The principal disease in which bacteriology has become the most important means of diagnosis is consumption or tuberculosis, not only of the lungs, but of any other organ of the body. This disease, as you are aware, is caused by a rod-like germ, called tubercle bacillus, discovered by Koch in 1882. This germ can be found in the diseased organs or in the secretions emanating therefrom, and when once discovered, the diagnosis of tuberculosis is absolute. To make the examination is by no means difficult, nor very time-robbing. I take the sputum which is suspected to contain tubercle bacilli (a small quantity), place it on a cover glass, spread it very thin, let it become dry, and draw it three times through the alcohol flame to fix it. I then put on a few drops of staining fluid (Ziehl's solution), hold the cover glass above the flame until bubbles or fumes arise, and set aside for five minutes. I then decolorize it by washing in a 25 per cent solution of nitric acid, rinsing in a 60 per cent solution of alcohol, transferring to absolute alcohol, and then rinsing in water. I then re-stain it with an aqueous solution of methylene blue, making everything blue except the tubercle bacilli, which remain red. Examined now under the microscope, I find a beautiful double stain, in which the red tubercle bacilli stand out exquisitely in the blue-stained material. If only such bacilli retain the red color after passing through the different decolorizing agents, the diagnosis of tuberculosis is certain.

Another disease which the bacteriologist is often called upon to diagnose for the physician is ophthalmia neonatorum. This disease is caused by a germ which has the form of a roll. I place a little of the suspected material upon a cover glass, subject it to the same process, and stain it with either an aqueous solution of methylene blue or fuchsin. The microscopic revelation of diplococci establishes the diagnosis.

#### The Diagnosis of Diphtheria.

Among all the diseases with which the bacteriologist has to contend there is probably not one the diagnosis of which is awaited with greater anxiety by the family and physician than diphtheria. It is caused by a thin, rod-like germ called Klebs-Loeffler bacillus, which is found in the diphtheretic membrane. The prompt recognition of this disease is of the utmost importance, because mistake and delay invariably result in breaking the family circle. If it is discovered and the serum applied in time we have to-day an almost infallible remedy for a disease which has hitherto been the dread and anxiety of every physician and parent; and thus is realized the physician's hope, that if God would grant him one wish, it

would be that he might have the power to stamp out those infectious and contagious diseases that fill the mothers' eyes with tears, and many a grave with curly heads and dimpled cheeks.

To make a bacteriological examination for diphtheria it is necessary to obtain a culture from the patient's throat, and for this reason I believe drug stores are incomplete unless equipped with blood serum tubes and sterilized cotton swabs for the immediate use of physicians in removing the membrane to be returned to the bacteriologist for examination. After a microscopic examination of the membrane the bacteriologist should, in order to more fully demonstrate his diagnosis to the physician, grow a culture of the germs by placing the tube containing the blood serum and membrane in an incubator at the temperature of 99° F. and permitting it to remain therein from six to eighteen hours. If, upon subsequent examination of the round colonies upon the surface of the blood serum, Klebs-Loeffler bacilli are found in either the membrane or culture the diagnosis is established beyond doubt.

#### One of the Latest Discoveries

in bacteriology relates to the diagnosis of typhoid fever by the blood-serum test. To redissolve a drop of the suspected blood (which has been received on a piece of folded sterilized paper by the bacteriologist from the physician), add a drop of sterilized water; then mix a drop of this blood solution with a drop of 24-hours' typhoid bouillon culture, and examine it. If it is typhoid fever the typhoid bacilli will at first exhibit great activity, then become agglutinated and ultimately cease moving within from 15 to 60 minutes subsequent to admixture. To facilitate the general and practical application of this important test I believe that every drug store should be equipped with sterilized paper in envelopes, which physicians can procure and return with the blood to the bacteriologists for examination.

Much more could be said in this connection, but I have already taxed your patience too much. My object was to show how important and beneficial it might become to the pharmacist to be acquainted with these methods of examination, and how comparatively easy it is to make them. If I have succeeded in this I feel well repaid for the effort I have made.

In conclusion, I wish to state that I believe the study of bacteriology, so far as it relates to diagnosing diseases in a practical way, should be made part of the course of studies in all recognized colleges of pharmacy, and that no diploma should be awarded to any young man who is not qualified in this branch of science.

### SHOULD A PHARMACY LAW BE UNIFORM TERRITORIALY?

By EDW. S. DAWSON, JR.

The query, Should a pharmacy law be uniform in its application throughout the State, or should a distinction be made for smaller towns? etc., is one that this board has contended with for six or seven years, and has not yet satisfactorily answered. A pharmacy law being fundamentally a health measure, the safeguards placed around the residents of a

city or large village should not be any stronger than those placed around the residents of smaller villages and hamlets, on the theory that the health of a resident of the smaller places is of as much importance, and is entitled to as much consideration, as that of the resident of larger places; but if carried out on that theory, it would work a great hardship and injustice to the druggists doing business in the smaller places. A pharmacy law, to be properly carried out on its theoretical lines, should require a licensed owner of a pharmacy to employ a licensed clerk, and should require unlicensed owners to employ two such clerks, so that a licensed man can be always in charge of the store; but the enforcement of the legal requirements would necessarily force many of the small druggists in villages and hamlets, as well, too, in the cities and larger places, out of business, as their receipts from their daily business transactions would not be large enough to enable them to pay their clerk hire. I will concede that there are too many men conducting drug stores, and that a diminution in the number would work advantageously, but I should dislike exceedingly to be a member of a board of pharmacy that must enforce the requirements of such a vigorous measure; I should dislike to feel that I had legally squeezed some of my struggling brothers out of business.

#### Pharmacy Law for Rural Districts.

To draw the line, however, on the population of a place might seem reasonable and just, on the theory that the druggists engaged in business, say in places of 5,000 inhabitants, do less actual practice of pharmacy than those in larger places, and the provisions of the law relating to licensed clerks should not apply to them; yet some of these small places, for three or four months during the year, have a large floating population, and the practice of pharmacy carried on during that time is largely augmented, and the inconsistency of the law becomes very apparent. In this State, the rural districts within the jurisdiction of the State Board of Pharmacy, are allowed considerable latitude, as the unlicensed dealers there can sell not only all of the simple drugs, but also poisons, and poisonous preparations; but the latter must be either in original packages or in packages put up by and bearing the label of a licensed pharmacist. This, from a public health standpoint, is a weak feature of the law, but as a rural district is a place in which there is no licensed pharmacist practicing pharmacy, either as proprietor or clerk, it seems reasonable to allow unlicensed dealers to furnish their patrons with such simple remedies and household poisons as they are accustomed to using, as long as the latter are either in original packages or in packages or bottles put up by and bearing the label of a licensed pharmacist, otherwise their patrons would be obliged to travel inconvenient distances to reach a licensed druggist before they could obtain their much-needed remedies. The abuse of this privilege lies in the fact that these dealers sell the poisons by the measure or from broken packages, but the board has prosecuted successfully a number of offending dealers for such violations of the law, and it has reason to believe that the law is now being violated very little, if at all, in that particular. It is, perhaps, needless to tell you,

that in order to secure the enactment of a pharmacy law, liberal concessions must always be made to the rural members of a Legislature, and I mention it here as a sort of apology for the weak feature of our law just referred to. The board has recently sent out queries to its licensees, and to the query "Should a store in which pharmacy is practiced be required to be in charge of more than one licensee of the State Board of Pharmacy?" more than 80 per cent answered with an emphatic no; but, of course, each answer was based on the opinion that trade would not warrant the expense of an additional clerk. I am of the opinion that a pharmacy law should be framed so as to secure greater protection to public health, and afford protection to the legitimate druggist up to a point where the cry of "monopoly for the drug business" cannot be set up, but care should be taken that the druggist who receives the least benefit from the operation of the law, should not have his hands legally fettered.

### UNIFORM PHARMACY LAW—AS TO PLACE OF REGISTRATION.

By JOS. JACOBS.

I think that there can be no doubt but that it would be desirable that every licensee should be required to register at the county seat of the county of his residence. This would be a wise provision, because it would make it clear to the licensees themselves who were their legitimate co-workers, and the public at large could easily ascertain whether they were dealing with a pharmacist duly qualified, or with an impostor.

As to the place of registration, that should be uniform as well as the other features of the uniform pharmacy law. If this were true of the laws of all the States, licensees, the public officers or any other interested person could readily know the proper place to apply to in order to ascertain whether or not any particular person is registered.

Inasmuch, as every separate county in every one of the States maintains a court of records in which wills are probated and filed, I would suggest that the place of registration be designated in a clause similar to the following:

"All persons qualified by law to practice pharmacy in this State shall, before entering upon such practice, cause their names to be entered upon a book to be kept for that purpose in the office of the clerk of that court in which wills are filed for probate and record, in the county of the residence of such licensee and of the county in which he does business as a pharmacist." Then follow with appropriate penalty for violation.

As our laws now stand, there are as many variant places for registration as the caprice of legislators might choose in naming some one of the various courts of record in the different States. And, when we reflect that courts of similar jurisdiction in the various States are called by many dissimilar names, we must realize that in order to know where to apply for our desired information of whether registered or not, we shall first be put to the necessity of looking up the local law in order to know where to apply.

It may be said that the courts of pre-



bate are themselves known by different names, for instance "Courts of Ordinary," or "Courts of Probate," or "Registers of Wills," but a letter addressed to the "Courts for the Probate of Wills" directed to the county seat of any county, would certainly be delivered to the proper officer.

Let us have uniformity in the place of registration. Without attention to this point, there may be almost as great diversity as there are differences in the names of all the courts of record in all the different States of the Union.

## SHOULD PHARMACISTS OR THE STATE SUPPORT THE PHARMACY LAW AND THE BOARD?

BY H. M. WHITNEY.

The pharmacy laws of this State were the result of long continued and persistent efforts of pharmacists as a matter of justice to reputable pharmacy and protection to the people, the purpose being to prevent incompetent persons keeping and exposing for sale or compounding and dispensing drugs, medicines, chemicals and poisons.

To accomplish this purpose, the law provides for registration "any person \* \* \* paying the fee of \$5.00 shall be entitled to examination, and if qualified shall be registered as a pharmacist. Re-examination at a cost of \$3.00."

As a matter of fact, many apply for examination with no expectation of passing. Some claim the examinations are of more value than the cost; some apparently as certificate collectors to gratify vanity, and possibly to let, sell or use from Maine to California.

In our experience from October, 1895, to October, 1896, there were 575 examinations and 110 were found qualified.

Eighteen passed on first examination; 10 passed on second examination; twenty-eight passed on third examination; twenty-two passed on fourth examination; twelve passed on fifth examination; six passed on sixth examination; three passed on seventh examination; three passed on eighth examination; one passed on ninth examination; one passed on tenth examination; two passed on eleventh examination; two passed on thirteenth examination; two passed on fourteenth examination. The time covered is from one to five years.

The present year one passed on the eighteenth examination. His first examination was in March, 1888, and he passed in June, 1897.

It seems to me, from our experience, that all examinations, whether one or twenty, to secure a personal State certificate of registration, conveying a special and legalized position, with its rights and privileges, should be paid for by the applicant. I certainly can see no justice nor can I appreciate any claim to transfer the costs of these examination from the applicant to the State.

Many laws become practically dead unless enforced, and every State should make an appropriation for this purpose.

Briefly: Boards of pharmacy for granting certificates of registration and renewals only should be self-supporting.

Enforcing the pharmacy law, poison law, or any other special duty placed by the State upon the board should be supported and paid from the State treasury.

In every department the board should have the moral support and kind assistance of every pharmacist.

## EXAMINATION OF POWDERED VEGETABLE DRUGS.

BY HENRY KRAEMER, Ph.G., Ph.D.

Powdered drugs and "pressed herbs" will, no doubt, at a not very distant day, be the form in which most of the vegetable drugs will be bought and sold by the apothecary. It seems reasonable to suppose, however, that a few drugs, as liquorice root, slippery elm bark, chamomile flowers, rhubarb, orris root, Canada snakeroot, senna leaves, manna, etc., will always be obtainable in a more or less crude condition, as most of these require that they be broken as little as possible for some of the purposes for which they are used. But even these may be ground and compressed into forms, as "rhubarb fingers," that may be in keeping with more elegant pharmacy.

Some of the manufacturers, at least of powdered vegetable drugs and "pressed herbs," have overcome nearly every objection that might be raised against their products. They have done, moreover, the art of healing an immense amount of good, inasmuch as their products are sold in proper containers or are wrapped so as to insure against the maximum amount of deterioration. It is well known that the average pharmacist pays very little attention to the preservation of all his stock of crude vegetable drugs. The number of suitable containers is generally few, and the stock is necessarily in very great excess of these. Those that have no proper receptacles, as well as the over-abundance of drugs purchased for which no suitable containers are provided, are wrapped in what is by no means impervious paper, and stored away either on top of each other, or side by side, or both, in an "out of the way" place.

### Advantages of Buying Powdered Drugs.

Some of the advantages in the buying of powdered drugs are:

1. That they are ground, by the manufacturer of pharmaceutical products, to the fineness specified by the U. S. Pharmacopoeia, or, when the drug is not official, that which is generally used.

2. The pharmacist is saved the expense for apparatus, as a drug-mill, sieves, etc.

3. He, furthermore, saves time in grinding the crude drugs or attending to the same.

4. The powdered drugs, which he purchases, are in impervious containers and of such a form that he does not hesitate to place them on his shelves or his "out of the way" place, be it the hottest place of his store (over the cases) or in the most humid part.

5. No additional expense may be felt by the pharmacist for securing other containers than those in which his products come to him.

### The Disadvantages.

Some of the disadvantages in the purchasing of powdered drugs are:

1. That the drug in this condition costs from 5 to 50 per cent more.

2. The apprentice does not obtain the kind of practical experience in grinding drugs that will be always of inestimable value to him in determining either their identity or quality.

3. The product which has been ground by some one else is likely to be more uncertain than one ground by the pharmacist himself from crude drugs of which he can so readily test the quality.

4. There is at present no easy method for the average pharmacist to determine the purity of the powdered drugs he purchases.

Now some pharmacists have the idea that a large sum of money must be expended in order to be able to grind one's own drugs; that, for instance, steam power is necessary, an expensive mill must be provided, and a special room set apart for doing this kind of work. The fact of the matter is that such an expensive and elaborate plant is impracticable as well as unnecessary. Comparatively little money need be expended to purchase a good hand-mill and the necessary sieves, etc. With but very little outlay the retail pharmacist can grind his own drugs and overcome the disadvantages above noted. It is not the object of this paper, however, to discourage the buying of powdered drugs or even to compare the expense of grinding either commercial drugs or those of one's own collecting with that of the commercial powdered products, but to consider the qualitative and quantitative investigation of powdered drugs.

### Qualitative Examination.

We are indebted particularly to the labors of Fluckiger, Wigand, Vogl, Arthur Meyer, Moeller, Tschirch, Schrenck, and others, who, during the past ten years, chiefly have given to us in their publications the characteristic structures of many of our crude drugs. All this has been necessary and is a preparation for the study of powdered drugs. While much has been done, even in the study of powdered products, there still remains much to be done in the study of both crude (particularly American) and powdered drugs. Several things are necessary for the study of powdered drugs:

1. Suitable methods for the rapid discrimination and study of the characteristic tissues and contents of the powder. While sections of the fine particles can be made (by holding the particle between the forefinger and thumb and drawing the razor through the specimen); still this is laborious and requires considerable practice, time and confidence. It is therefore necessary to devise means and employ reagents which shall make the specimen transparent and not destroy either the tissue or contents that need to be seen. The most satisfactory reagent for general purposes in the hands of the writer has been the employment of the following solution:

#### CHLORAL-GLYCERIN SOLUTION.

Glycerin (C. P.) } equal parts.  
Distilled water }  
Chloral, sufficient to saturate the solution.

A few drops of this solution are placed on the slide and 0.002 to 0.008 Gm. of the powder added. The cover glass is put on the specimen and the preparation is heated gently over either a spirit-lamp, gas flame or oil-lamp until it begins to boil. This is then allowed to cool and examined. If not sufficiently transparent it is heated again. This is generally not necessary, as with but one heating the tissues are transparent and the contents may be examined. It is true that this treatment causes a slight swelling of the cell-wall and is not applicable in

testing for starch. But this reagent has the advantages of clearing the specimen and preventing it without further treatment from drying out.

When examining the starch another solution is used, as follows:

#### CHLORAL-GLYCERIN SOLUTION AND IODINE.

Chloral-glycerin solution: any convenient quantity. Iodine: sufficient is added to saturate the solution. This solution is placed on the slide and the same quantity of powder used as before, but heat is not applied. The starch grains, with all of the characteristic markings, will be brought out and may be studied.

When lignified cells are sought the powder must first be moistened with a drop or two of the following solution of anilin hydrochloride, and then, after a few minutes, a few drops of the chloral-glycerin solution may be added:

#### ANILIN HYDROCHLORIDE SOLUTION.

Anilin hydrochloride .....	5 Gm.
Hydrochloric acid (C. F.).....	25 Cc.
Alcohol (96 per cent).....	25 Cc.
Distilled water .....	50 Cc.

The anilin hydrochloride is dissolved in the alcohol, and to this solution the water containing the hydrochloric acid is added. When this solution is used, of course, crystals of calcium oxalate or calcium carbonate are destroyed. The author is at present at work upon other solutions, having the same principle in their composition as the above, but those mentioned are all that are necessary generally, and have been used with success.

II. All investigators should record the size of the tissues or their contents in microns. The length of bast or wood fibres, size of pores, crystals, starch grains, stone-cells, etc., are all, more or less, characteristic for the drugs we have to consider. It is not sufficient to say that drawings were made by the use of a one-fifth inch objective and a one-inch ocular. The objectives and oculars of the various makes of microscopes not only magnify differently, but the question of tube-length is also important in this connection. But even if all these data were given, it must be conceded as being tedious to the reader to calculate the size of the elements, which might be so easily done by the author. Even for an investigator to say that his drawings are magnified so many diameters does not give us the true and scientific idea of the elements which the author has seen and we desire to use in the study of powdered drugs. We need records in microns of the size of tissues and constituents of drugs from many sources for comparison, so that another investigator may readily get at the facts. This is the only scientific method for the prosecution of this kind of work, and must be rigidly pursued by all.

III. A scheme for the logical qualitative determination of a powder is necessary. It will be somewhat difficult to work out a scheme that will be of practical benefit, because it is necessary to begin with the consideration of the characteristics of all the drugs and adulterants that may be used. It will not be possible to separate, for instance, the leaves from roots, etc., as is done in the study of crude drugs. Many points, such as color, taste, odor, as well as constituents, structural characteristics, etc., must be considered. The author is at present engaged in a work having for its object the identification of a powder and

the quality of it, and hopes to have it completed during the coming year.

IV. Furthermore, it is necessary for all those who have to do with the training of the apprentice, and the buying and selling of powdered drugs, to engage in the study of the same until the most satisfactory methods for determining the identification and quality be ascertained. In our educational institutions there is little or nothing being done, apparently, in this direction. It seems that the time is ripe for some time to be given in the study of powdered drugs in connection with that of crude drugs. This will, undoubtedly, be of the most practical benefit, as powdered drugs are already handled by most pharmacists, to some extent at least.

This subject of the investigation of powdered drugs is one of great importance to-day. The older method of teaching pharmacognosy in this country must be supplanted by the new, having for its object the study of the powdered commercial drugs. This knowledge ought to be demanded by our State Boards of Pharmacy. It is in keeping, too, with the desires of the professional pharmacist, as it will tend to keep out the competing "merchant" and "grocer." Our "pure food and drug laws" will require the pharmacist to know the value of the drugs and foods he sells. This may be required also of the grocer, but he can sell and buy in original packages. The pharmacist is hardly in the same position, as he cannot always dispense in original packages, and he is responsible for the purity of the goods that he possesses and sells. The conscientious pharmacist wants this knowledge; desires just laws, stringent examinations, and will, in his every-day dealings, live up to what he knows. He has nothing to lose; it is only the incompetent or dishonest dealer in drugs and foods that will suffer.

#### Quantitative Examination.

In a paper presented to the A. Ph. A. in 1894, a preliminary notice of a method

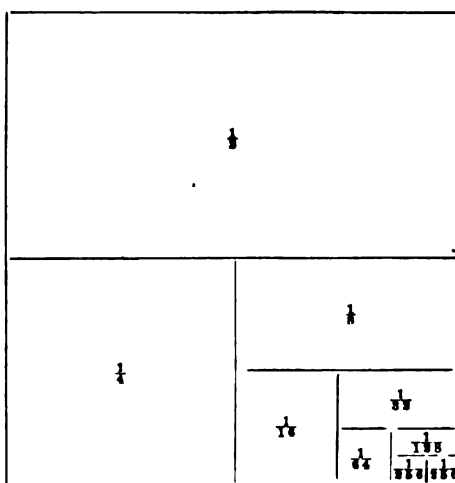
244), as well as the labors of some students during the past year, indicate that the principle of the process suggested is satisfactory, whatever may be the modification recommended. The following are the important points embracing the principles of the process as developed thus far:

1. The same reagents and mounting media are employed in doing quantitative work, as were considered in the qualitative examination of the powder. In quantitative study, not only some but all of the important characteristic tissues and contents are to be rendered visible.

2. The quantity of powder to be examined by means of the microscope must represent the sample in every particular; in other words, the sampling must be done properly, and in accordance with the methods used in the assay of ores. While the quantity to be examined may consist of but a few grammes, it must thoroughly represent the lot of powder on which value is to be given.

3. The standard powders, with which the powder under investigation is to be compared, must thoroughly represent the drug in the various ways in which it may be treated. The degree of fineness must especially be carefully borne in mind. A sample of a drug of No. 40 powder, cannot be compared with one of No. 60. If the sample of a drug to be examined is of a No. 40 powder, the standards must also be of the same degree of fineness. If extraction of active principles is suspected in the powder under examination, it must be compared with a standard that has been extracted. In fact, every treatment that is possible in a sample to be analyzed, must be given to a standard with which the comparison is made.

4. The amount of powder used in the examination is generally about 1-256 Gm. (= 0.0039 Gm. = 0.06 gr.). In some cases twice this quantity (1-128 Gm.), or but one-half this amount (1-512 Gm.) may be used to greater advantage. The quantity of powder may be weighed out, or



$$\frac{1}{1} = 0.500 \text{ Gm.}$$

$$\frac{1}{2} = 0.250 \text{ Gm.}$$

$$\frac{1}{4} = 0.125 \text{ Gm.}$$

$$\frac{1}{8} = 0.0625 \text{ Gm.}$$

$$\frac{1}{16} = 0.03125 \text{ Gm.}$$

$$\frac{1}{32} = 0.0156 \text{ Gm.}$$

$$\frac{1}{64} = 0.0078 \text{ Gm.}$$

$$\frac{1}{128} = 0.0039 \text{ Gm.}$$

for securing approximate quantitative results of the examination of a powder by means of the microscope was given. After a few years of deliberation and some practice, the principles of the process are somewhat more satisfactorily developed, and the results will be given. Since 1894, the results of several workers, Day (A. Ph. A., Proc., 1896) and Kebler (Amer. Jour. Pharm., 1897, p.

what is more convenient with practice, a gram is weighed out and divided with a spatula with the eye, as follows:

5. The cover glasses used, whether round or square, should be uniform in size and thickness, for comparison of the mounts of the standard with those of the specimens to be tested.

6. The amount of reagent employed in making a mount, must be just sufficient

to float the cover glass, and as few air-bubbles as possible are permitted to be formed.

7. A homogeneous mixture of powder with reagent must be formed before the cover-glass is put down. This is best done by taking the edge of the cover-glass in a pair of forceps and distributing the powder in the mounting media or reagent.

8. After the mount has been made and the powder examined previously qualitatively, the quantitative estimation of the composition of the powder is determined. This is based on one or more structures or constituents that are characteristic of the drug or drugs that may be present. A few examples may be given:

In *Cinchona*, the bast fibres are best selected.

In *Quillaja*, the monoclinic calcium oxalate crystals are most characteristic.

In *Belladonnae Folia*, the pieces of tissues with some cells containing the characteristic grayish sand-like crystals of calcium oxalate are selected.

In *Hyoscyami Folia*, the pieces of tissue with some cells containing the characteristic cubical or tetragonal crystals of calcium oxalate are used.

In *Stramonii Folia*, the pieces of tissue with some cells containing the characteristic "rosette-shaped" crystals of calcium oxalate are most characteristic.

In *Zingiber*, the estimation is based on the starch grains, or better the oil-secreting cells.

In *Scilla*, the number of cells with groups of acicular crystals are best selected.

In *Belladonnae Radix*, the starch grains are most easily used, but it must be borne in mind that there are several kinds of belladonna root in the market.

In *Nux Vomica*, the lignified hairs are most characteristic.

In *Rheum*, the large "rosette-shaped" crystals of calcium oxalate are best selected.

In *Caryophyllus*, the oil-secreting reservoirs are used.

In *Cinnamomum*, the groups of stone cells or starch grains are characteristic taken in connection with the presence or absence of cork cells.

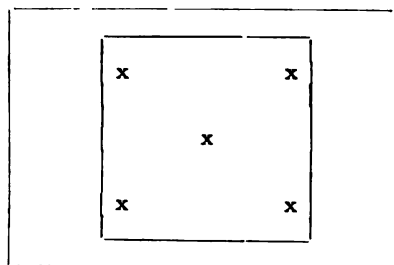
In *Sarsaparilla*, the starch grains are considered after the kind of root has been ascertained.

In *Glycyrrhiza*, the characteristic fibres with calcium oxalate crystals adjoining them, or the starch grains are employed.

9. The method consists in counting the number of characteristic elements in several portions of the slide, and may be performed in several ways:

(a) By the use of an ocular micrometer ruled in 100 square millimeters as proposed in 1894. Five portions, at least, of the mount are examined, as in the places marked X.

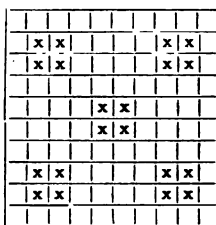
FIG. 1.



The characteristic elements that appear in each of these places in certain portions

of the ocular micrometer are counted, as, for instance, those that appear in the square millimeters marked X.

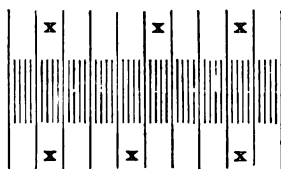
FIG. 2.



The low power ( $\frac{1}{4}$ –2-3 in. objective) is used in some cases, as in the estimation of *Rheum*, *Scilla*, etc., but in most instances, especially where starch grains are to be counted, the high power ( $\frac{1}{4}$ –1-5 in.) is preferred, as in *Belladonnae Radix*, *Zingiber*, etc.

(b) While these ocular micrometers, ruled in square Mm. are easily made, still the makers of microscopical accessories charge such an exorbitant price for the same that it has been found desirable to devise another way for doing the same kind of work. An ordinary ocular micrometer, divided into 10ths of Mm., is taken, and the elements between the outer portions ruled to a less number of divisions (as those marked X) are counted.

FIG. 3.



It is better when using this ocular micrometer to turn the latter around 180° after counting in the one direction, and count again. In other words, an additional count is made, i. e., 10 are made upon each mount.

(c) There are some cases where it is not desirable to use either (a) or (b), as when the elements or tissues are so large that it is more practicable to exclude the ocular micrometers and count all of the tissues or constituents as they appear in the whole field of view of X in Fig. 1. The low power (2-3– $\frac{1}{4}$  in.) may be used sometimes, as in the estimation of *Cinchona*, *Quillaja*, *Glycyrrhiza*, etc., while in other drugs, as *Hyoscyami Folia*, *Belladonnae Folia*, etc., a higher power ( $\frac{1}{4}$  to 1-5) is used.

10. The number of mounts to be made of the standard and the powder under examination should generally not be less than 12 each. But as 2 to 3 mounts can be made upon the same slide, from 4 to 6 slides only are necessary for each powder.

11. If the powder is found to be a mixture, a similar compound representing the proportions found should be made up and the powder under investigation be compared with it.

12. It is apparent that the quantitative results are purely comparisons of an unknown with a known powder. The conditions must be nearly the same in both. The sampling must be done similarly; the same amount of powder must be used in both, and no more reagent or mounting media should be used than is necessary to hold the cover glass without any air being impinged. The same microscope and powers, as well as other conditions, must be employed to secure

even approximate results, as this is all that can be expected at present.

It would be useless for the author to record some of his standards and results, but it no doubt will be profitable to give the records of one or two instances where a number have worked upon the same powder.

#### STANDARD OF NUX-VOMICA.

No. 1.	Mean of 10 readings	...12	hairs.
No. 2.	" 8	...12	1-3
No. 3.	" 10	...10.9	"

A sample of *Cinchona* that contained 75 per cent of *Cinchona* and 25 per cent of wheat starch was assayed by the process given under 9(b) for starch, and 9(c) for bast fibres, and gave the following results to 9 different workers:

No. 1.	Mean of 20 readings	gave	Cinchona. Starch.	
			Per ct.	Per ct.
No. 2.	" 10	"	...74	23
No. 3.	" 20	"	...82	25
No. 4.	" 12	"	...77	28
No. 5.	" 16	"	...66	35
No. 6.	" 12	"	...77	27
No. 7.	" 11	"	...69	23
No. 8.	" 20	"	...80	30
No. 9.	" 28	"	...75	22
Total	" 149	"	...74.11	26.66

#### Conclusion.

We need more effective work in the qualitative study of drugs, and we have some recent evidences that this will be done in this country.

Approximate quantitative results may be obtained in the examination of unknown powders by the methods given. There are some cases at least where the quantitative determinations of admixtures and adulterations, if they are to be determined at all, can be done only by means of a microscopical method.

It is possible that a microscopical separation of active principles may be effected of both drugs as well as their preparations. This would be the desideratum in qualitative microscopical work. Thus far, the work of the author in this direction has been unsatisfactory, because while at times results came, still the products disappear as quickly, owing, no doubt, to microscopical conditions of heat and moisture altering the products formed.

## REVISION OF PHARMACY LAWS.

The appended report was presented at the Minnetonka meeting of the A. Ph. A., but on account of its length was not published in our last issue. The report is one of great value and furnishes a guide for such as may be concerned with revision of pharmacy laws.

### Report of the Committee of the Section on Education and Legislation on the Revision of the Pharmacy Laws.

As will be observed from the summary to the answers received, in response to the interrogations and herewith submitted, there is practical unanimity on all the minor details. The fundamentally important considerations for an act to protect the public against incompetent service in the preparation and dispensing of drugs, chemicals and medicines, resolves itself into the following propositions:

#### The Committee's Propositions.

Shall the exclusive privileges of pharmacists to prepare, compound and dispense drugs, chemicals and medicines be limited to poisons and poisonous substances?

Shall there be two classes of pharmaceutical establishments? Upon what conditions shall the distinction be based?

Shall any one but a registered pharmacist have the right to own a pharmacy or drug store?

What shall be the requirements for registration, with definition of titles and privileges?

What articles, for which purposes, and what persons, shall be exempt?

Shall the act contain an adulteration section, or is a separate statute preferred?

Since the intent and purpose of a pharmacy law is to protect the public against faulty preparation, careless compounding and ignorant dispensing, its restrictions must necessarily be chiefly upon the practice of pharmacy as relates to such drugs, chemicals and medicines as from a lack of experience, care and knowledge in their preparation, compounding and dispensing may be hurtful to the public health; in other words, substances having poisonous or deleterious effects upon the human system, unless carefully prepared and compounded and intelligently administered.

That such practice should therefore be confined to those who by experience, education and training are qualified to perform such service is one of the most important functions of a government, an essential duty of society and the strongest evidence of civilization.

It comes also more completely within the scope of the powers delegated to the States by the Constitution of the United States than any other power of which we have knowledge. This inherent power of the State:

1. The preservation of the health;
2. The protection of the morals;
3. The maintenance of the police power, are all so fundamentally concerned in the protection of the people against dangerous drugs and medicines that there can be no question as to the desirability, nay necessity, of the State exercising its full power therein. This being conceded by every civilized country, by courts in our own country, who have upheld the principle whenever opportunity has afforded, the question is resolved into the query:

Where shall the line be drawn? What substances should be sold exclusively by pharmacists, or what constitutes "poison or poisonous substances?"

#### Substances to Be Sold Only by Pharmacists.

Upon this question there is much difference of opinion, even authorities do not agree. Nor is it possible that medical science will ever be in a position to definitely determine where, when or how every article of the materia medica may produce untoward or dangerous effects in that "fortuitous concurrence of atoms," the human body, in all its varied stages of activities and conditions.

There is a safe rule, however, old as civilization itself, and when any substance administered or taken internally by an average full-grown person, in quantities of one teaspoonful or less, produces such effect upon the human system as to endanger life or impair health, then such substance is a poison, or may be classed as a poisonous substance.

#### What Is a Poison?

As far as we know, whenever the courts have been called upon to define a poison, it has been defined on these lines. The Supreme Court of Pennsylvania and the courts of Great Britain have rendered this interpretation of what constitutes a poison or poisonous substances.

Proceeding upon this basis then, an act to protect the public against the ignorant, careless and criminal use of poisons and poisonous substances must confine the preparation, compounding and dispensing of such drugs, chemicals and medicines that come within the scope of this definition, to those who are by experience, education and training qualified to so protect the public—the pharmacist—with such exemptions for their use in the arts and industries as required by public policy, under proper restrictions and regulations.

Since such restriction requires dealing with substances in the concrete it necessitates a classification of drugs, chemicals and medicines based upon their toxic properties or potencies for incorporation in any such act.

Such classifications are found in most pharmacy acts, as poison schedules A and B, but these are neither adequate nor scientifically constructed, and for these reasons a new classification has been presented.

Such classification is somewhat tentative, owing to the absence of any standard authority as to the potencies of many substances, but, nevertheless, it is believed will fairly represent the central idea. As far as the official substances are concerned the medical and pharmaceutical professions seem to favor a standard of doses in the U. S. Pharmacopoeia, so that official substances would be provided for by the incorporation of such tables in the next revised edition of the U. S. Pharmacopoeia, 1900. With such standard for comparison, the pharmacy boards could add and revise the list of unofficial substances from time to time.

#### Classification of Poisons.

Classification of articles:

CLASS A: Comprising substances commonly called "violent poisons." To be sold or dispensed only upon physicians' prescription, except in such form, preparation or mixture as

come within the limitation of strength and dosage herein prescribed (except from poison label when dispensed).

Violent poisons:  
Acids: Arsenous; carbolic (1. 2.) (pure); chromic; hydrocyanic.

Arsenic compounds and preparations. (1. 2. 3.)  
Chloroform; chloral; glonoin, or spirit of nitroglycerin.

Drugs, animal or vegetable substances, crude, purified or powdered, the average dose of which does not exceed three decigrams (0.3) or 5 grains; and all preparations of these containing or representing more than 3 decigrams (0.3), or 5 grains, in five (5) Cc., or 80 minims (an average teaspoonful); or in five grams (5.0), 78 grains:

Aconite, belladonna, cantharides, colchicum, colocynth, conium, digitalis, elaterium, gelsemium, hyoscyamus, nux vomica, opium, physostigma, stramonium, strophanthus, veratrum, white (1. 2. 3.) and green.

Alkaloids, and other principles of the above and their salts, and all preparations of these containing 1 per centum or more of such alkaloidal salts or active principles.

Also the following alkaloids and active principles and preparations containing 1 per centum or more of these: Cocaine, elaterium, picrotoxin, pilocarpine, sparteine, veratrine.

Phosphorus and preparations containing more than 1 per centum of phosphorus, except phosphorus rub paste 1. 2. 3.

Abortifacient, ecbolic, or oxytocic remedies: Ergot, cotton root bark, potassium permanganate; oils of pennyroyal, rue, savine, tansy.

Antitoxin serums.

Exemptions to be sold when properly labeled by: (1) Pharmacists, by (2) druggists, by (3) licensed dealers:

Carbolic acid not to exceed 25 per cent strength for disinfectant and deodorant purposes.

Compounds of arsenic and copper, i. e., Paris, Brunswick, Scheele greens and London purple; also white hellebore, exempt by special provisions for sale of insecticides. (See class B.)

CLASS B: Comprising substances commonly called "mineral" or "corrosive poisons."

Acids: Carbolic, crude (2); hydrochloric; nitric; nitro-hydrochloric; oxalic; sulphuric.

Alkalies, caustic; potash and soda (2. 3.) preparations, including spirit ammonia aromatic.

Antimony compounds; copper acetate-arsenite (Paris green) (2. 3.)

Bromine, preparations of; bromides, preparations of and compounds.

Creosote; chloroform, commercial (2); cyanides; ethers (2).

Iodine, preparations of; iodides, preparations of and compounds.

Lead salts, compounds and preparations of (except carbonate, cerate and water of subacetate and lead plaster) (2).

Mercury, its compounds and preparations of (except mercury with chalkmass, ointment, citrin ointment, oleate, plaster and calomel) (2).

Methyl derivatives, compounds and preparations.

Oils; almond, bitter; Croton oil.

Phenyl derivatives, compounds and preparations.

Silver nitrate, compounds and preparations.

Tin chloride and preparations.

Zinc salts, compounds and preparations of (except carbonate, oxide, their ointments and the oleates) (2).

To be sold or dispensed by pharmacists only, except as noted, by (2) druggists, and (3) licensed dealers.

#### Rules for Dispensing Poisons.

To be sold or dispensed only to persons not less than 16 years of age.

To be distinctly labeled "Poison" (except that ethers should bear a label of caution against inflammability).

The label must name the most common antidote, or antidotes, describe their administration, and give the usual methods to be employed in case of poisoning.

Liquids must not be dispensed in bottles commonly used for mineral waters or beverages.

The following rules are to be observed in dispensing the articles enumerated, except that when prescribed by physicians all further obligations cease upon filing the original prescription.

#### Record of Sales.

Rules for recording sales:

The article must not be delivered unless the pharmacist is satisfied that the purchaser:

(a) Is fully aware of its poisonous character and understands its use.

(b) That the article is to be used for a proper purpose.

The following entries must be made in a "poison record" a book substantially bound and used for no other purpose:

The name and address of the person who is to use the poison (in his own handwriting).

The name and address of the purchaser, if not identical with the first mentioned, in his own handwriting.

The date when bought (the hour).

The name of the poison and the quantity.

The purpose for which it is said to be used.

The name of the dispenser or seller.

The poison record must be kept for a period of five (5) years.

It is part of the assets of the pharmacy, and must not be taken away or separated from the stock or establishment.

The poison record is a public record, and must be accessible to the proper authorities of the State, county, town or village.

CLASS C: Potent drugs:

Drugs, animal or vegetable substances, crude, purified or powdered (not comprised in class A), the average dose of which does not exceed two Gm. (2.0) or thirty (30) grains, and all preparations of these containing, or representing, more than two (2) Gm. 2.0, or thirty (30) grains, in five (5) Cc. or eighty (80) minims (an average teaspoonful); or if solid in five (5) Gm. or 78 grains; including and all preparations containing or representing 40 per cent or more of fluid extracts, half-strength fluid extracts (50 per cent tinctures), extracts, resins, active principles of the following drugs:

Absinthium,	Aloes,
Ammoniac,	Apocynum,
Asafoetida,	Ascepias,
Aspidium,	Aspidosperma,
Bryonia,	Cambogia,
Camphor,	Cannabis Ind.,
Capsicum,	Caulophyllum,
Chelidonium,	Chrysarobin,
Cimicifuga,	Coca,
Dulcamara,	Euonymus,
Guaiaac,	Hydrastis,
Ipecac,	Jalap,
Juglans,	Kamala,
Lobelia,	Meserum,
Phytolacca,	Pilocarpus,
Podophyllum,	Quassia,
Sanguinaria,	Scammony,
Senega,	Scoparius,
Squill,	Santonica,
Viburnum,	Zingiber,
Capsicum,	Convallaria,
Cypripedium,	Fel Bovis,
Granatum,	Guaiaac Resina,
Leptandra,	Lupulinum,
Myrrha,	Rheum,
Rubus,	
Serpentaria,	

While the first two classes may be considered sufficient, there is a large class of potent or toxic drugs over the sale of which there certainly should be some restriction. The class C represents such drugs and their preparations, the average dose of which should not exceed one teaspoonful, leaving the tinctures less than 40 per cent strength to be sold by the druggists. The chief value, however, of such classification lies in the following provisions, which have been substantially in force for several years in Colorado and Virginia:

#### The Labeling of Proprietarys.

Labeling of proprietary medicines:

The Board of Pharmacy having determined that any proprietary medicine contains poisonous or potent substances of the character indicated in the class A, B and C, respectively, in such quantities as to make its use unsafe, shall have the right to attach an external label to each box, bottle or package, cautioning against the prolonged, immoderate or otherwise improper use of such medicine in order to permit its sale in the State, except when sold by pharmacists or druggists.

Label provisions:

The classes A, B, C are exempt from label provisions when dispensed on physicians' prescriptions, except when prescribed in such form or strength that a teaspoonful may not be taken without damage (Fowler's solution, etc.).

Indicating dangerous character of the medicine to guard against overdose, and to keep removed from children.

"For external use."

For gargles, injections, etc. "Not to be taken internally."

#### Two Classes of Establishments.

It is believed that, taking the vast area, the varied character and density of population of the different States into consideration, in order to improve the status of pharmacy it is necessary that there be a gradual separation of the practice of pharmacy from what is commonly called the drug business.

The question is, how can this be best accomplished that injustice be done to no interest and only the highest good to society may be promoted?

In the first place, let it be understood that it is not proposed to infringe upon any one's present right; pharmaceutical legislation has often been opposed by persons in business because they feared it would interfere with their rights and privileges. All well-informed persons should know that every law contains provisions whereby those affected may comply with its requirements before such law takes effect.

Although those favoring the proposition that only a registered pharmacist should own a pharmacy were greatly in majority, as shown by the returns, still the great legal principle involved and the legislative obstacles presented render a compromise desirable.

If the two classes as above indicated be given the exclusive right to the respective titles and the privileges of the practice of pharmacy as defined, it would perhaps afford adequate protection to the public.

It would require, through additional provisions, the names of the individual persons enjoying the privileges of the respective titles to be exhibited on all signs, prints, etc., in order that responsibility may be defined when necessary for the protection of the public. The collection and identification involves purchase of, and payment for, the drugs, chemicals and medicines employed, and would bring that lofty personage, "the buyer" of an establishment, within the scope of the practice of pharmacy.

Practically, the proposition would be that a certain time after the enactment of the proposed law (1900) there would be two classes of establishments for the sale of drugs, chemicals and medicines, viz.:

(1) Pharmacy, and (2) drug store, and two classes respectively of qualified persons (1) pharmacists and (2) druggists.

### Two Classes of Registered Persons.

Registered pharmacists to have the sole right to take, exhibit and use the titles, "pharmacist" and "pharmacy" for only one pharmacy or drug store at one and the same time.

Also to have the sole right to practice pharmacy, that is, to exercise all the functions of pharmacy, i. e., the collection, identification, valuation, preparation, compounding and dispensing of all drugs, chemicals and medicines.

Registered assistant pharmacists to have the sole right to take, exhibit and use the title, "druggist," and "drug store" and also the sole right to practice limited pharmacy, that is, the collection, preparation, compounding and dispensing of all drugs, chemicals and medicines not included in the classes A, B, and C, designated as "violent poisons," "corrosive poisons" and "potent drugs," respectively (as proposed in the classification).

Provided that a pharmacist shall have the right to exhibit and use all the titles and privileges of a "druggist."

Provided also that a "druggist" has the right to practice pharmacy also with A, B, and C, under the supervision of a "pharmacist," with this privilege extended in temporary absence of pharmacist (for two to twenty-four hours).

### Provisions for Apprentices.

Registered apprentice to have the sole right to take, exhibit and use the title, "assistant druggist," to have the right to prepare and compound all drugs, chemicals and medicines not included in the classes A, B, and C, under the immediate supervision or direction of a "druggist" or "pharmacist." To have the right to take charge of a drug store in the temporary absence of a druggist, to dispense and sell all drugs, chemicals and medicines, not included in the classes A, B, and C, after having had two years' experience as a registered apprentice under a druggist or pharmacist.

### Examinations and Registrative Requirements.

"Registered apprentice," "assistant druggist," any person becoming apprenticed in pharmacy, shall, within thirty (30) days after having engaged in such employment, file with the Board of Pharmacy a certificate showing the schooling acquired, which must not be less than that required for admission to the high school.

### Examination and Registration of Assistants.

Registered assistant pharmacists, "druggist."

A theoretical (written) examination, equivalent to a standard junior college or school of pharmacy examination.

Practical work in dispensing and compounding. Identification of specimen; materia medica, chemicals, pharmaceutical.

Oral examination in simple prescriptions, toxicology, dosage.

Experience in pharmacy, two (2) years; age, eighteen (18) years, in order to be eligible to examination to present evidence of sufficient schooling, either by examination or by grammar-school certificate, for admission to high school; or evidence of having satisfactorily finished one term of at least six months at a school or college of pharmacy, in order to be eligible for examination by the Board of Pharmacy.

Registered pharmacist or "pharmacist."

A theoretical (written) examination equivalent to a standard senior college or school of pharmacy examination.

Identification of specimen of materia medica. Identification of specimen of materia medica, microscopic.

Identification by reagent of chemicals.

Identification by reagent of alkaloids, etc.

Identification by reagent of pharmaceutical preparations.

Practical work in dispensing and compounding.

Oral examination in prescriptions.

Oral examination in toxicology and dosage.

Age, 21 years; experience in pharmacy, four (4) years, two (2) of which must be as a registered assistant, with deduction of not to exceed one year, if proved attendance at a college or school of pharmacy for such period; or, evidence of having satisfactorily finished a course of at least two (2) terms of six (6) months each at a college or school of pharmacy in order to be eligible for examination by the Board of Pharmacy.

### Exemptions from the Provisions of the Act.

Exemptions:

With two classes of establishments selling drugs, chemicals and medicines, but little necessity would exist for their sale at retail by other dealers. The board should, however, have the right to issue annual license, revocable, for a fee of five (5) to ten (10) dollars, to general dealers in villages, where no drug store or pharmacy exists within a radius of five (5) miles, for the sale of such drugs, chemicals and medicines as the board may prescribe, provided that such bear the label of a registered pharmacist of the State.

Manufacturers and wholesale dealers are exempt:

From provision of class A, "violent poisons," when selling class A to registered pharmacists, except as to special label provisions.

From registration provisions of class B:

When selling to registered pharmacists, and also in original packages, or in quantities larger than usually kept in a pharmacy, to persons whose identity is known, for use in the arts and industries.

Druggists are exempt from provisions and may sell chloroform and ethers for solvents; crude carbolic acid and 25 per cent solution of carbolic acid.

Druggists and licensed general dealers may sell the following, if in original packages, under proper restrictions:

Caustic alkalies, potash, lye, and the following insecticides, white hellebore, arsenical compounds, Brunswick green, Paris green, Scheele green, London purple.

### Adulteration Section.

From experience of pharmacy boards in enforcing the law, it seems desirable that the pharmacy law should have a provision for adulterations in drugs, chemicals and medicines. These substances can best be defined as to their identity, purity and strength by pharmacists.

Since the pharmacy law is for the protection of the public, and the board is charged with its enforcement, it should also be empowered to protect the public against sophisticated and impure drugs, chemicals and medicines, as well as such as do not within reasonable and just limits respond to the official requirements in quality and strength.

## A METRIC SYSTEM REPORT.

By H. M. WHELPLEY, PH.G., M.D.

A measurement of gravitative force and the determination of the magnitude of material substances constitute a major portion of the manual training of the apprentice and continues prominent in the practice of the retail druggists' profession. The theory as well as the practice of pharmacy is largely dependent upon deductions and results obtained by the act of weighing and measuring. It is not surprising, in view of these facts, to find the representative body of druggists of this country, the American Pharmaceutical Association, practically considering the various systems of weights and measures, more than forty years ago. The Committee on Weights and Measures reporting in 1857 (see page 36 of proceedings for that year) proposed a decimal system for the consideration of the association as a substitute "for the various systems known as apothecaries', avoirdupois, etc." In way of an apology for so radical a step the committee says: "The labor saved in all the various operations in the laboratory will be almost incalculable, and the immense saving in compensations of all kinds in commercial transactions cannot be counted." The report closes with

the prophetic assertion that "the reform will not be the work of to-day, perchance not of our day, but it will be made in due time, for it will be a demand of the age, and generations to come will bless the labors of such as shall be instrumental in conferring so great a boon upon their youth."

This committee outlined the metric system (which it designated as the French system), but objected to the Greek words and Latin syllables. The decimal system which the committee proposed was the one which had just been devised by M. Lefferts, chairman of the Committee of the New York Chamber of Commerce, and approved by the American Geographical and Statistical Society. It retained the old terms, thus making ten grains equal one scruple, etc. The association did not see its way clear to endorse the system, but continued the committee after increasing its membership from three to five.

In 1858 we find the committee, through a new member, objecting to the hybrid system and favoring the metric system with the suggestion that only four of the eight weights be used (i. e., centigramme, gramme, hectogramme, myriagramme). We are practically following out this recommendation in our practice to-day. The spirit of the times is indicated by the volume of proceedings of the 1859 meeting of the A. Ph. A., which devotes 101 pages to the report of the Committee on Weights and Measures. The subject has received attention at almost every meeting of our association since that time.

The adoption of the metric system by the United States Pharmacopoeial Convention of 1890, and its progress in American laboratory and analytical work, is familiar to those who keep abreast of the pharmaceutical times.

The extent of use of the metric system in prescription writing is more difficult to determine and does not necessarily keep pace with its progress at the hands of pharmacists. The following statistics are not only interesting, but should, I believe, be permanently recorded as a part of the history made by the metric system, as it gradually, but positively, displaces the older and more cumbersome so-called systems of weights and measures.

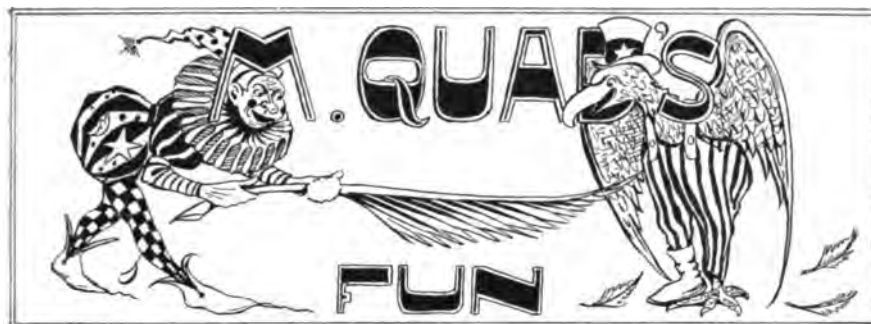
Reports were made by 233 pharmacists, representing 191 cities and towns scattered through thirty States and Territories. In ratio of metric prescriptions, Gypsum City, Kan., leads the list with a percentage of 100; Wells, Minn., comes next with 97.6, while Kerwin, Kan., and Hamilton, Ohio, follow with 95.6 and 94.7 respectively.

The average of metric prescriptions out of the 233,000 is 6.27 per cent.

The above statistics have been gathered during the past twelve months.

Many of the druggists responding to my request for information volunteered comments on the use of the metric system. These lead me to believe that the pharmacists are ready to fill metric prescriptions in many places where the physicians fail to write them in that system. By extended correspondence and conversation with members of the medical profession, I find quite a general feeling that it is not safe to use the metric system on account of the ignorance regarding it on the part of the pharmacist. This being the case, each druggist should strive to let the doctors in his neighborhood know that he is ready and prepared to fill all metric prescriptions with accuracy and dispatch.





## AN EDITORIAL DRUG STORE.

The "Arizona Kicker" Man Has One for Sale.

By M. QUAD.

AS most of the readers of *The Kicker* are aware, we established a drug store in connection with this paper about six months since. That gave us a combined weekly newspaper, gun shop, grocery, boot and shoe store, feed store and drug store, all under one roof, and all being conducted for the benefit of this community. We are pleased to announce that every department has been an unqualified success up to date, but for certain reasons we wish to dispose of the drug store, and will give some one a decided bargain. Our idea, when we established the department, was to conduct it in person, but we soon discovered that we must have an assistant, and Mr. Herrington was engaged. Several unfortunate incidents have occurred which we shall explain here.

When the department was first established, and while we were conducting it alone, Shoshone Jim came in one day and asked for Epsom salts. We know Epsom salts as well as we know our right hand. We have been taking them internally for over thirty years, and always with the best results. What we didn't know at that time, however, was oxalic acid. We had a jar on hand, but hadn't given the stuff any particular attention. It was careless of us to give Shoshone Jim oxalic acid in place of Epsom salts, but perhaps it reacted for the benefit of the community at large. The man took the stuff and died. The coroner offered to bring in a verdict that he hung himself, and so let us out, but we insisted on being held at least morally responsible. Jim's taking off was hardly considered worth talking about, as he was a shiftless, worthless critter, who would probably have frozen to death next winter anyhow, but we didn't lose any time pasting a label on the jar and reading up on oxalic. But for knocking Jim out as we did we might have caused the demise of some eminent citizen whose loss would have been felt. We, of course, paid all the funeral expenses. That much is expected of any druggist out in this country who mixes things up.

A few weeks later, one evening as we were discussing the Cuban question with Colonel Shotwell, and just as he seemed to be on the point of calling us a liar, Tom Hooper came in and yawned around and said he wanted some quinine to break up his chills. We have been familiar with quinine all our life, and we can tell the feel of morphine with our eyes shut. We were somewhat agitated over the discussion, and while wonder-

ing if the Colonel would dare take the chances of calling us a liar, we attended to the customer. The result was that he got morphine instead of quinine, and he never woke up from that night's sleep. It may be stated here, as a sort of side-issue, that Colonel Shotwell did not proceed to extremities. The coroner was perfectly willing to show that Mr. Hooper had heart disease, kidney trouble and a dozen other things, and had been repeatedly heard to threaten suicide, but we advised him to let the burden fall upon us. We have no doubt that we blundered, and that our blunder removed Thomas Hooper from this world to a hotter one, but the public has never laid it up against us. The feeling in Giveadam Gulch is that a druggist must be allowed a great deal of leeway, and that, though he may make a fatal mistake now and then, his intentions are honorable.

The next little incident that occurred was due to the absentmindedness of Mr. Herrington. He had put tincture of rhubarb in one jar and laudanum in another and forgotten to label them. Everything worked all right for a couple of weeks, and then Mrs. Daniel Green called for some rhubarb. Our assistant was worried over outside matters at the time, and instead of tasting the contents to make sure, he filled her order on chance. Three hours later she was childless. Mr. Green called on us with a shot-gun, but we soon satisfied him that it was a simple blunder, and one made almost daily by the oldest druggists, and his good nature was soon restored. Mr. Herrington sent a bouquet to place on the casket together with a note expressing his regrets, and Mr. Green is still one of our best customers.

We were, perhaps, to blame for the little affair of two weeks ago. We were alone in the store when Major Bidwell entered and informed us that Mr. James Scott was pulling wires to get us ousted out of our postmastership and himself installed. As we have never been ousted from an office yet, and as we shall never under any circumstances resign one, we were naturally somewhat perturbed. We had started to buckle on our guns and go out and interview Mr. Scott when a boy came in with a prescription to be filled for Sam Barnes. That is, Sam wanted a dose of antipyrine to brace him up after a drunk. In our perturbation we took down the arsenic jar and fixed up a dose which resulted in Sam's burial two days later. As a side-issue again, we would state that Major Bidwell was entirely mistaken. Mr. Scott was simply circulating a petition against allowing hogs to roam the streets, and wouldn't take the postmastership if it was offered to him. Some of Sam's friends at first declared that we had poisoned him on purpose, just to see how arsenic would work in this climate, but a few minutes'

talk convinced them of their error, and his widow has several times congratulated us on the elegant manner in which we pulled off the funeral.

As stated at the outset, we have decided to sell out the drug department. While only four people have been sent to the other land through our efforts, we do not care to make a record in this direction. We could go on and safely deal out bicarbonate of soda and be quite sure that it was not chloride of lime, and we are certain we know gumarabic from porous plasters, but we shall never feel quite sure of ourselves as druggists. Mr. Herrington is courteous and obliging, but as he is a saw-mill man by trade, it keeps him on the ragged edge to take chances. Whoever purchases the business will not only get it at a low figure but he will locate among a people who are prepared to extend him a great deal of latitude in the matter of mistakes. If he does not commit over five or six fatal blunders during his first year he will have the sympathy and good-will of the public and a business which, in time, will make him a rich man. Correspondence solicited, and all information cheerfully given. No better opening anywhere for a young man who wants to grow up with the country.

## How Worry Affects the Brain.

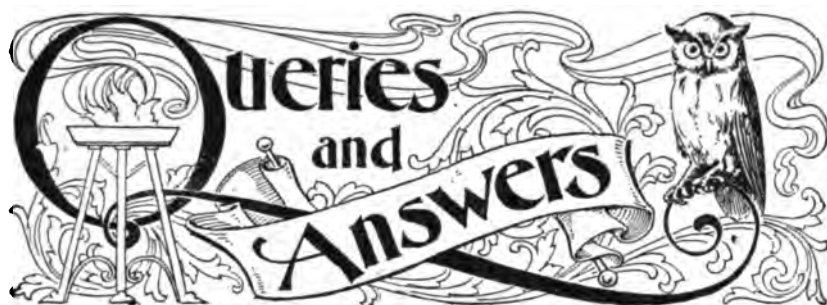
Modern science has brought to light nothing more curiously interesting than the fact that worry will kill. More remarkable still, it has been able to determine, from recent discoveries, just how worry does kill.

It is believed by many scientists who have followed most carefully the growth of the science of brain diseases, that scores of the deaths set down to other causes are due to worry, and that alone. The theory is a simple one—so simple that anyone can readily understand it. Briefly put, it amounts to this: Worry injures beyond repair certain cells of the brain; and the brain being the nutritive centre of the body, the other organs become gradually injured, and when some disease of these organs, or a combination of them, arises, death finally ensues.

Thus does worry kill. Insidiously, like many another disease, it creeps upon the brain in the form of a single, constant, never-lost idea; and, as the dropping of water over a period of years will wear a groove in a stone, so does worry gradually, imperceptibly, but no less surely, destroy the brain cells that lead all the rest—that are, so to speak, the commanding officers of mental power, health and motion.

Worry, to make the theory still stronger, is an irritant at certain points, which produces little harm if it comes at intervals or irregularly. Occasional worrying of the system the brain can cope with, but the iteration and reiteration of one idea of a disquieting sort the cells of the brain are not proof against. It is as if the skull were laid bare and the surface of the brain struck lightly with a hammer every few seconds, with mechanical precision, with never a sign of let-up or the failure of a stroke.

Just in this way does the annoying idea, the maddening thought that will not be done away with, strike or fall upon certain nerve cells, never ceasing, and week by week diminishing the vitality of these delicate organisms that are so minute that they can only be seen under the microscope.—*Pharmaceutical Products.*



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect. When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**Tasteless Tincture of Iron.**—W. A. B.—The taste of tincture of iron chloride cannot be disguised completely without altering its chemical composition. It is occasionally advised to take the tincture in vichy water, but the peculiar medicinal properties of the drug are lost if this is done. The secret of some of the tasteless syrups of chloride of iron put on the market from time to time consists of the addition of an alkali to the solution before adding the sugar; sodium bicarbonate is generally used.

**To Remove Freckles.**—P. S.—Under the empirical title of "Albadermine," a process of removing tan and the milder variety of freckles, a foreign surgeon has devised the following:

#### SOLUTION A.

Potass. iodid .....	2 drs.
Iodine pur .....	6 grs.
Glycerin .....	3 drs.
Infus. rosae .....	4 ozs.

Dissolve the iodide of potassium in a small quantity of the infusion and a drachm of the glycerin; with this fluid moisten the iodine in a glass of water and rub it down, gradually adding more liquid until complete solution has been obtained; then stir in the remainder of the ingredients, and bottle the mixture.

#### SOLUTION B.

Sodae hyposulph. thiosulphate ..	1½ oz.
Aqua rosae exot .....	1 part

Dissolve and filter.

With a small camel's-hair pencil or piece of fine sponge apply a little of "Albadermine A" to the tanned or freckled surface, until a slight but tolerably uniform brownish yellow skin has been produced. At the expiration of fifteen or twenty minutes moisten a piece of cambric, lint or soft rag with "B," and lay it upon the affected part, removing, squeezing away the liquid, soaking it afresh, and again applying until the iodine stain has disappeared. Repeat the entire process thrice daily, but diminish the frequency of the application if tenderness be produced. In the course of three to four days to as many weeks the freckles will either have disappeared entirely or their intensity will be greatly diminished. "Summer freckles" are said to yield very speedily to this treatment.

**A Complexion Wash** that is highly esteemed for its beneficial effects in removing pimples, freckles and other blemishes is made as follows:

Acid, nitric, dil. ....	2 drs.
Alcohol .....	3 ozs.
Extract of white rose.....	4 drs.
Oil neroli .....	10 mins.

et adde—

Hydrogen dioxide .....	2 ozs.
Glycerin .....	3 ozs.
Solution of carmine.....	1 dr.
Water, enough to make.....	40 ozs.

After standing three weeks, with occasional agitation, the liquid is filtered.

Wet a corner of a napkin with the lotion and apply to the parts after washing them dry.

**Developing and Printing Photographs.**—L. S.—The development of the latent image on a dry photographic plate may be effected in different ways. We give the following from "Sensitized Papers," by Henry C. Stiefel, Ph.D., as a reliable pyro-developer:

#### SOLUTION A.

Citric acid .....	60 grs.
Dissolved in water.....	8 ozs.

To this solution add:

Sodium sulphite .....	1½ ozs.
Pyrogallie acid .....	1 oz.

#### SOLUTION B.

Water .....	2 ozs.
Potass. carbonate .....	3 ozs.

Shake until dissolved.

To prepare the developer for use, take

Of Solution A.....	¼ oz.
Of Solution B.....	¼ oz.
And dilute with water six ounces.	

The plate is placed in a tray, face up, and enough developer is poured into the tray to amply cover the plate. If the exposure has been right, the picture will gradually build up upon the plate. Development should be stopped as soon as the picture can be seen by reflected light upon the glass side of the negative. The plate is washed thoroughly in water for a few moments, and then fixed by placing it in a bath of sodium hyposulphite, made by dissolving one part of hypo in four ounces of water. The negative is again washed thoroughly to remove all traces of hypo and allowed to drain and dry.

Anthony's formula for toning sensitized albumen paper is as follows:

After printing, soak the paper in a solution of

Sodium citrate .....	20 grs.
Water .....	6 ozs.

Leave the prints in this until they assume a reddish tint and then transfer to the

#### TONING SOLUTION.

Solution A .....	1 oz.
Solution D .....	1 dr.
Water .....	6 ozs.

Add solution B until bath shows alkaline reaction.

#### FIXING SOLUTION.

Sodium hyposulphite .....	1 oz.
Water .....	8 ozs.

#### SOLUTION A.

Gold chloride .....	15 grs.
Water .....	7½ ozs.

Mix.

#### SOLUTION B.

Solution bicarb. ....	1 oz.
Water .....	8 ozs.

Mix.

#### SOLUTION D.

Sodium chloride .....	160 grs.
Water .....	4 ozs.

A warm black tone is imparted when chlorinated lime is used in the toning bath. Stiefel gives this formula:

#### I.

Chlorinated lime (fresh) .....	1 gm
Sodium phosphate .....	3 grms.
Sodium acetate .....	30 grms.
Water .....	1½ liters

#### II.

Gold and sodium chloride ....	1 gm.
Water .....	1½ liters

For use mix equal parts of solutions Nos. 1 and 2.

After toning and washing the prints are fixed in a bath of hypo solution.

The operation of toning and fixing is much simplified by using the combined bath. The print coming out of the printing frame is left in the bath till the color is arrived at, then washed and dried.

THE COMBINED TONING AND FIXING BATH is made as follows:

Gold chloride .....	1 gr.
Sodium phosphate .....	15 grs.
Ammonium sulphocyanate .....	25 grs.
Sodium hyposulphite .....	240 grs.
Water .....	2 ozs.

Dissolve the gold separately in a small quantity of water and add it to the other solution.

**Hamburg Tea.**—A. G.—There is a great variety of formulas for this preparation. Freese's Tea has this formula:

Senna .....	8 ozs.
Manna .....	3 ozs.
Coriander .....	1 oz.

Koenig's Hamburg Breast Tea is said to consist of a mixture of cut liquorice root, althea root, althea flowers, colts-foot herb, red-poppy petals, mallow flowers, calendula flowers and blind nettle flowers.

The following is a formula that has some vogue:

Marshmallow flowers .....	8 ozs.
Liquorice root .....	3 ozs.
Orris root .....	1 oz.
Coltsfoot .....	4 ozs.
Mullein flowers .....	2 ozs.
Anise seed .....	2 ozs.

**New Complexion Jellies.**—W. E. S.—Very satisfactory jellies of the kind desired may be made after the formulas quoted below, which are original in this journal. The first two preparations are adapted for collapsible tubes, and have everything to recommend them for purposes of the toilet. No. 2 is free from grease, and if made with the true Japanese gelatin, it affords a very elegant jelly. Formula No. 1 gives a preparation equal, if not superior, to a much-advertised article for which the special properties of the garden lettuce are claimed.

## I.

## GLYCERIN COMPLEXION JELLY.

Tragacanth .....	125 gms.
Boric acid .....	100 gms.
Glycerin .....	150 gms.
Expressed oil of almonds.....	50 gms.
Glyconin .....	50 gms.
Oil of lavender .....	00.5 gms.
Water, enough to make.....	1,000 gms.

**Directions for Making.**—The most satisfactory method of preparing this jelly is the following: Mix the tragacanth and the boric acid with the glycerin; add the almond oil, lavender oil and egg glycerite, which have been previously well incorporated, and, lastly, add the water in divided portions, until a clear jelly of the desired consistency is obtained.

## II.

## JAPANESE CREAM.

Japanese gelatin .....	6 gms.
Glycerin .....	30 gms.
Boric acid .....	10 gms.
Essence jasmin .....	10 gms.
Water, enough to make.....	1,000 gms.

To prepare: Dissolve the boric acid and glycerin in the water, and add the solution to the gelatin contained in a suitable vessel; heat until solution is effected; perfume with essence of jasmin and fill into collapsible tubes.

## III.

Tragacanth .....	25 grs.
Glycerin .....	1 fl. oz.
Boric acid .....	40 grs.
Alcohol .....	4 drs.
Water .....	7½ ozs.
Spirit lavender .....	1 dr.
Spirit bergamot .....	1 dr.

The above is best prepared by dissolving the boric acid in the mixture of alcohol and glycerin; to this the tragacanth is added, followed by the water and perfumes, the whole being allowed to stand until of the proper consistency.

**Spots on Cigars.**—L. C. writes: "To settle an argument will you kindly tell me if there is any acid, chemical or article that will spot tobacco with the light-colored spots seen on some wrappers. If there is, what is the name of the article and how applied?"

The speckled appearance of certain wrappers is due to the work of a species of fungus that attacks the growing tobacco. In a certain district of Sumatra, which produces an exceptionally fine tobacco for wrappers, the leaves of the plant are commonly speckled in this way. Several patents have been obtained for methods of spotting tobacco leaves artificially. A St. Louis firm uses a solution composed of:

Sodium carbonate .....	8 parts
Calc. chlorinata .....	1 part
Hot water .....	8 parts

Dissolve the washing-soda in the hot water, add the chlorinated lime and heat the mixture to the boiling temperature for three minutes. When cool, decant in-

to earthenware or stoneware jugs, cork tightly, and keep in a cool place. The corks of jugs not intended for immediate use should be covered with a piece of bladder or strong parchment paper, and tightly tied down to prevent the escape of gas, and consequent weakening of the bleaching powder of the fluid. The prepared liquid is sprinkled on the tobacco, the latter being then exposed to light and air, when, it is said, the disagreeable odor produced soon disappears.

**Color for Kerosene.**—P. J. M.—We have repeatedly replied to queries of this kind. Any of the red anilines will be found useful. Alkanet root, cutused and macerated, will impart a red color to kerosene.

## BOOK REVIEW.

Arzneimittel welche in dem Arzneibuch für das Deutsche Reich, Dritte Ausgabe, Pharmacopoeia Germanica, Editio III., Neudruck, 1896, nicht enthalten sind. Zweite Ausgabe. Bearbeitet und herausgegeben von dem Deutschen Apotheker-Verein. Berlin, 1897. Selbstverlag des Deutschen Apotheker-Vereins.\*

The German Pharmacopoeia, like other works of its class, mentions only a comparatively limited number of drugs and medicines, and as a consequence several supplements have been issued from time to time to cover the more important of the additions to the materia medica which have appeared between the dates of the revision of the main work. These supplements, however, have failed to entirely cover the field, in that they leave out a number of remedies which are of value, but of scarcely sufficient importance in the eyes of the German Pharmacopoeia Commission to warrant their incorporation in that work itself. The commission, therefore, in 1891, issued a work under the above title, in which there appeared succinct, but sufficiently explicit descriptions of the physical and therapeutic properties of a number of drugs and chemicals which had attained to some considerable degree of popularity, but which scarcely merited the dignity of being incorporated into the Pharmacopoeia.

In addition to these mere descriptions there were incorporated in this work the formulas of a number of more or less popular remedies somewhat along the line laid down in the National Formulary, published by the American Pharmaceutical Association. The German Pharmacopoeia supplement has been revised by the commission, and is now given to the public after an interim of six years since the publication of the first edition. Under the State control of pharmacy as practiced in Germany the prices of the drugs and medicines are fixed annually by the State, and this official list was used as a basis by the commission for the preparation of the work on unofficial medicines. The price-list, however, embraces 1,071 articles, of which only a portion could be treated in the work under review. In addition to the subject matter proper of the work there are appended a table of the maximum doses of the more generally used drugs and preparations and tables of synonyms and poisons.

The work occupies a position wholly unlike anything which has been published in the United States, though approxim-

ing to some extent the National Formulary above referred to. While prepared by the Pharmacopoeia Commission of the German Apothecaries' Society and published by that organization, it is not, in the German sense, an official publication. The introduction into it of simples renders it unlike our own National Formulary, while the brevity of the descriptions and the omission of reference to the source from whence these simples are obtained is a marked point of difference between this work and our dispensatories.

From the dispenser's point of view, the information concerning the various kinds of drugs and medicines named is particularly satisfactory on account of its being so condensed. No chemical formulas are given, and no mention is made of the source of the drugs, save when they are of botanical origin. The more striking physical and chemical characteristics of each drug are given, together with a few decisive tests of purity. The work is arranged alphabetically, somewhat like the United States Dispensatories, and the formulas for the preparations are given in parts by weight.

The new remedies contained are fairly numerous, but do not embrace some of the very latest additions, and, in fact, we note the absence of a large number of medicines introduced in 1896, some of which, at least, seem of sufficient importance to warrant their introduction into this "Extra Pharmacopoeia."

A number of the preparations popular in the United States make their appearance in this work either in the same or slightly different form from that in which they are made here.

The work will undoubtedly prove of value to the German pharmacists, but has very little which will be of interest to the pharmacists practicing in this country who have access to the recent editions of the Dispensatories.

## A Texas Prescription Record.

W. F. Read, of Victoria, Texas, has been in the drug business since 1865. He tells the *News*, of Galveston, that he is one of the oldest drug druggists to be found, is personally acquainted with over a thousand druggists, but never before has he heard anything like this:

"Heaton Bros., of Victoria, Texas, refilled a prescription on August 18th (No. 382) for A. B. Petacolas, a lawyer of Victoria. This prescription was originally filled for one of Mr. Petacolas' children August 20, 1871; refilled the 18th of August, 1897; refilled for one of his grandchildren, only two days of being twenty-six years. The prescription was written by Dr. Sherman Goodwin, who was practicing medicine in Victoria at that time, but who has been dead twelve or thirteen years. Heaton Bros. have a record of every prescription ever filled in their house since 1870, and showed me No. 1, written by Dr. Thornton, September 8, 1870. Dr. Thornton is now living at Victoria, and is the only one of the old doctors living to-day."

## Non-Inflammable Celluloid.

It is said that by dissolving ordinary celluloid in acetone, and adding a solution of magnesium chloride in alcohol, a celluloid can be obtained which is not at all inflammable.

\*Medicines which are not contained in the third edition of the German Pharmacopoeia of 1896. Second Edition. Compiled and published by the German Apothecaries' Society. Berlin, 1897.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### PROBLEMS WANTED.

THE criticism of advertising that has been used may be of some value in pointing out improvements in that which is to follow, but this department may be able to do more for you than that. Why not submit ads. before they are used? Criticism should have a higher value if that were done. It may be that in many cases actual revision can be done for you. You may like your original draft best, but comparison with the revision will be full of suggestion for you.

Then, too, there are hundreds of the readers of this journal who have advertised for years with no perceptible results. Why not send in your ads., relate your experience and get an opinion as to where the trouble lies. Your name and address will be suppressed if desired. The discussion of such problems would be helpful all around.

### Criticism and Comment.

#### First-rate Circulars.

Mr. Manning:  
Will you please criticize these in your next article in the AMERICAN DRUGGIST.  
RHINELANDER PHARMACY.

The ads. referred to were single-sheet circulars used, I presume, for enclosing in packages. I call them first-rate. The circulars were set in the simplest possible manner, with De Vinne headlines and old-style for the body matter. One of these circulars is reproduced in miniature and is a good example of straightforward business English. It sounds like the work of an experienced writer, perhaps of a specialist. Whoever wrote it has a pretty clear idea of the qualities that must be put into effective business literature. The circular reproduced is the best of the four, though all are good.

Clear, forcible, argumentative talks of this kind, persistently used, cannot fail to help any business.

#### Good Typographer, Poor Matter.

In marked contrast to these Rhinelander circulars is one sent me by a Western

druggist, who states that it is a sample sent out by a recently fledged writer of drug advertising.

I look with a good deal of interest on such samples, because there is plenty of room for capable workers in this line. This circular struck me favorably at first sight. The printer had done himself proud, and the arrangement of the matter was somewhat unique. My enthusiasm began to ebb by the time I had perused the somewhat prolonged title, which was as follows (capitalization and punctuation included):

"Suggestions to Mothers, Profound Words apropos to Buying and Taking of Foods, Medicines, etc., of Vital Importance to Every Family."

I, of course, hastened on to scan the "Profound Words," and was regaled with such gems as this, which appeared under the heading of "Purity in Medicines."

It may be you haven't had the time or opportunity to investigate ointments, which are the basis of nearly all prescriptions, or of Elixirs or Digitalis, etc., but it will interest you to know that our ointments are compounded and worked over until there is not a grain or grit to injure the sensitive part; that our elixirs are made by our own chemists or bought of the most famous laboratories of the world, avoiding the bitterness of taste, while adding to the effectiveness; that our Digitalis leaves are imported direct from abroad, and so on.

The information here afforded will surely be news to most druggists. If we are to believe the text, ointments are the basis of nearly all prescriptions, elixirs or digitalis; that, ordinarily, all elixirs have a bitterness of taste which interferes with their effectiveness. We also learn that one of our Western friends has such a tremendous trade on digitalis that he has to import it—from abroad—as the writer puts it, though it is hard to understand how anything can be imported without coming from abroad.

For absolute "tommy-rot" this circular beats anything I have seen for many a moon. I don't want to be too hard on it. The writer may be ashamed enough of it by this time. If he isn't, his case is hopeless.

#### Cleaning Out Unsalable Goods.

A. T. W. asks what he should do with

a certain line of goods he has on hand which has proved unsalable. He says: "They are worth \$3.50 per dozen at the factory, and I would like to get my money out of them."

I think this correspondent is mistaken about the worth of these goods. They are only worth what he can get for them, and the sooner he gets it the better he is off. If these goods were actually worth \$3.50 per dozen at the factory, he should be able to trade them to his jobber with little or no loss. I do not believe he can get back the whole of his investment, but he can get less. This less is what the goods are now worth. Better take it and use the money to buy salable goods. There is a moderate demand for the cheaper goods in this line. Put the price

## Here's A Good Place to Buy Your Medicines.

We have the business down so fine that we can afford to sell drugs and medicines a little bit cheaper than anybody else hereabouts.

How can we do this? you ask. Well, in the first place, we have the name among the wholesalers and jobbers of buying at lower figures than anybody else, because we study the drug market so thoroughly that we seldom buy except at bottom-notch quotations. Some say it's luck, but it isn't. It is simply the result of close study and promptness on our part just at the right time.

Our stock is always kept fresh because our sales are large.

Our goods are good because we make it a rule to buy nothing but the best, and we live up to our rule religiously.

Our prescription department is carefully handled by graduates of pharmacy, whose skill and science are unquestioned.

On these grounds we ask for your patronage.

We can save you some money on every article you buy here.

We carry nothing but the purest drugs and standard medicines.

We serve you courteously, conscientiously, carefully and promptly.

### RHINELANDER PHARMACY,

Second Avenue and Sixty-fifth St., N. Y.

low enough. Take the public into your confidence. Tell them just what the goods are and why you offer them at the price and you will get rid of them. If you do not, send in the ads. and I will try to improve them for you.

### A Desk Ad.

An opinion is wanted on the merits of the desk ad. reproduced. This appears to be one of a series on the subject of desks, and, as such, is a good ad. The advertiser evidently seeks to put one argument in each ad. and to drive it home as forcibly as he can. The setting is catchy, and the ad. would stand out in any paper. I am not sure of the significance of the figures in the corner. It may be that the ads. are numbered, and that the figures indicate that the one hundred and eleventh argument has been reached. It is a good

plan to do this where an advertiser hammers away on one subject. The numbering of the ads. tends to impress people with the abundance of reasons that exist for the purchase of your goods.

There is also another reason for the use of numbers, and it is this: Where one style of setting is adhered to and headlines are not employed, people are not apt to notice the changes unless there

Desks can be bought  
at a dozen stores.  
"Desks at export  
prices" at one.

HALE CO.,  
Desks at export prices,  
15 Stone Street,  
next Produce Exchange.

111

is something to call their attention to them. The plan of setting, outlined below, is effective. Such ads. could be often employed to advantage in pushing a specialty.

## DESK TALK

No. 111.

Desks can be bought at a dozen  
stores.

"Desks at export prices" at  
one.

HALE CO.,  
Desks at Export Prices,  
15 Stone Street,  
Next Produce Exchange.

## WHAT THEY'RE UP TO.

### Schemes Employed by Publicity-Seeking Druggists.

A Detroit druggist recently offered \$5 in gold to the lady who would write the best ad. of 200 words or less for his store.

Paul Finch & Co., Grand Rapids, Mich., advertise "Your doctor bill paid by us," and offer the services of a physician free to their patrons.

On the opening day of the soda-water season Coveney Bros., Clinton, Iowa, gave twenty-five per cent of their soda sales to the Y. M. C. A.

The Owl Drug Store, Kansas City, offers cash prizes aggregating \$22.50 for the best rhyme or sketch advertising their store.

C. Herbert, Jackson, Miss., invites his patrons to call and get a dissected map of the United States free.

Some time ago the Eagle Drug Store, Guthrie, Okla., gave away an \$85 music box. Every purchaser to the amount of 25 cents received a chance.



### Rubber Manufacturers Organize.

The manufacturers of druggists' rubber sundries held a meeting in the Windsor Hotel, this city, on September 10th, as exclusively reported in the preceding number of the AMERICAN DRUGGIST. Fifteen of the leading manufacturers of New York, Boston and other centres attended the meeting, and a permanent organization was formed.

The meeting was called to order by G. W. Alden, president of the New York Commercial Company, and many matters of interest to the trade were discussed, the most important, of course, being the question of advancing rates on some of the more staple goods made by rubber goods manufacturers. Hot-water bottles and the regulation of prices on them was one of the principal topics. While no definite arrangement was arrived at, it was generally agreed that the prevailing prices were too low, and that an advance was necessary. After the meeting, which was held behind closed doors, the members of the newly-formed organization sat down to lunch as the guests of Mr. Alden, covers being laid for fifteen.

Mr. Alden was seen afterward by a representative of the AMERICAN DRUGGIST, the only drug paper represented, and asked for a statement. Mr. Alden stated that the manufacturers had come together with a view to remedying some evils of the trade, and to become better acquainted with each other. He denied that there was any advance in prices contemplated by the Association, and wished it to be understood that the meeting partook more of the nature of a social gathering than any organized effort to advance prices. Other members of the organization who were spoken to on the subject by our reporter admitted, however, that some scheme was on foot to regulate prices, and that another meeting of the Association had been called for this week for this purpose.

### Canada Wholesalers Elect Officers.

The annual meeting of the Wholesale Drug and Proprietary Medicine Dealers' Association, of Canada, was held at the Queen's Hotel, Toronto, September 7th, President Hay in the chair. The following officers were re-elected: Chas. McD. Hay, managing director of the Lyman Bros. & Co., limited, Toronto, president; David Watson, of Kerry, Watson & Co., Montreal, and George Rutherford, of J. Winer & Co., Hamilton, vice-presidents, W. S. Elliot, of Elliot & Co., Toronto, secretary-treasurer. Special notice was taken of the loss the association sustained during the year by the death of John Kerry and Henry Lyman, of Montreal, both pioneers of the drug business in Canada, and by the retirement from the drug business of John Henderson, Toronto, who was the first president of the

association. Routine business was transacted, and the association adjourned to meet at the Windsor Hotel, Montreal, on Tuesday, December 28th.

### ENGLISH DRUGGISTS FROM AN AMERICAN STAND-POINT.

Mr. Kline Interviews Mr. Glyn-Jones on the Cut-Rate Problem in England.

#### A. P. A. Criticized.

PHILADELPHIA, Sept. 20.—Mahlon N. Kline, of the firm of Smith, Kline & French Co., has returned, after a short tour of Europe. He expected to stay longer, but sickness in the family brought him home about one month earlier than he intended. Mr. Kline was seen a few days ago by the AMERICAN DRUGGIST correspondent in Philadelphia, and asked what he would say in his annual report as chairman of the Proprietary Committee at the meeting of the N. W. D. A. He was averse to talking on this subject at this time, as there are a number of suits pending which will come up for argument soon, and anything said is liable to be misconstrued. He was quite bitter over the election of Joseph Jacobs as chairman of the commercial section of the A. P. A., and he said the best thing that can be done at the meeting of the N. W. D. A. is to elect Parke president, as with Joseph Jacobs chairman of the commercial section it will make a good team. He also said this action was a slap at the tri-parti agreement, which was formed some years ago. "There are two things about the annual meeting of the A. P. A. which were remarkable," he said. "One is the election of Jacobs and the re-election of Fred. Stearn, who was expelled about thirty years ago for putting on the market an article called 'sweet quinine.' On analysis this concoction was found to contain no quinine in it, and some of the highly conscientious members had him expelled, and from what I read they were just as anxious to have him reinstated, although he has continued to put his preparation on the market. But the action of the A. P. A. has recognized his practices. The other action was the selection of a man for chairman of a prominent committee whose tactics have been such as to compel the retailer to sell goods at cost.

#### His Forthcoming Report.

"My report," he continued, "will touch on the ramification of the rebate plan, but although I have not made up my mind as to what I will say, and as it will be no report until the committee passes judgment on it, something which is not done until the meeting occurs, therefore I cannot say definitely what will be pre-



sented. I will, do doubt, touch on the work of the committee and the endeavors to maintain the principles outlined. How the situation compares with last year, which is about the same. The suits that have been instituted will also receive due consideration."

In again speaking about the meeting of the A. P. A. he said: "The outcome of the meeting of the A. P. A. shows for itself. There has not been much of a change in the list of those who are entitled to a rebate, although there is a disposition on the part of some manufacturers not to abide by their contract, or an unwillingness to sign one. The wholesalers have about maintained the same position as they did last year, but the manufacturers seem to have lost their interest, which is due to the retailers losing interest in the scheme to protect them. The reason for this is due, in a measure, to the manufacturers, who continue to sell direct to the retailer. Cutting is still going on, but there has been no increase in the Eastern States. The only territory that is clamoring for a change is the West, where the cut-rate druggist is new, and they do not seem to be able to adapt themselves to the new order of things."

#### Mr. Kline Interviews Mr. Glyn-Jones.

In speaking of his trip abroad Mr. Kline said: "While in Europe I attended the meeting of the British Pharmaceutical Congress at Glasgow. My impression of the meeting was that the pharmacists and chemists on the other side are laboring with the same problem that we are doing here. I had a long interview with Mr. Glyn-Jones, the organizer of the retailer against the cutter. His association has a membership of 2,500, while the total number of druggists in Great Britain is said to be about 9,000. He is very confident of success, but as the majority is on the wrong side of the house the outlook is not very promising."

#### Courtesies from Ex-President Martin.

"After going very hurriedly through Scotland we went to Newcastle, where we spent a day with Mr. Martin, a prominent member and ex-president of the British Pharmaceutical Conference. He showed us the large shipyards, and it was a novel sight to see the number of vessels which were under construction, there being fifty-three under way. We then spent a few days among the English lakes, then went to Manchester, and saw and smelt the Manchester Canal, by the way, one whiff being enough to last a lifetime. We then went to Liverpool, afterward to Belfast, and then across St. George's Channel, spent one day on the Irish Coast and rode for a number of miles in an Irish jaunting car to the Giant's Causeway. We then went back to Dublin, where I attended the famous horse show. This was one of the features of the trip, as society was out and many royal persons were in attendance. The Irish seem to pay considerable attention to the English nobility, which greatly surprised me. After the horse show had been seen we went to Cork, then to the Lakes of Killarney, and rode a pony in the rain to Blarney Castle, but did not kiss the stone. Then we went back to London, where my trip was cut short owing to receiving word that my mother was very ill."

#### Death of Mr. Kline's Mother.

Mr. Kline was his mother's only son alive, and he was the only one of the family. They were greatly attached to

each other, and it was one of his regrets that they could not live together. She, however, clung to that part of the country which had grown up with her, and his business would not allow or permit him to live so far from his office. He made frequent visits to her, and always looked forward to them with considerable pleasure. While Mr. Kline was in mid-ocean his mother died, but she was embalmed, and the funeral did not take place until after his arrival. Mrs. Kline was beloved by all, but since her husband's death, which occurred in 1889, her ambition has been to join him. While Mr. Kline was doing Europe his mother fell and broke her leg. She was asked if Mr. Kline should be sent for, and for weeks she said: "No, he could not do anything but sit and look at me." If she had lived she would have been a cripple for life. In speaking of the

#### Difference Between the Drug Stores of This Country and Europe,

he said: "There is a difference between the drug stores in this country and in Europe. Over there the profession is divided into classes. The chemist, who confines himself to medical preparations of his own compounds, and the druggists who are like us. The Grocers in England handle patent medicines as well as the druggist, which brings the number of dealers in this line in the United Kingdom to about 80,000. The cutting is the same as it is here, and they handle goods on about a 2½ per cent margin."

### KLONDIKE LURES DRUGGISTS

#### Women Pharmacists to Make the Trip.

CINCINNATI, Sept. 17.—Two Cincinnati girls are making preparations to go to Alaska to practice pharmacy in the gold fields of the Klondike. They are Miss Diecia Baker and her room-mate, Miss Ennis, students of pharmacy at the Laura Memorial College. The trip suggested itself to them when an explorer recently left this city for Alaska. I called on Miss Baker at her home, on Seventh street, near Cutter, the other day. She is a good looking woman of thirty and is of a determined disposition. Speaking of the proposed trip she said: "Oh, we don't expect to start before spring. Tell me, are there many women going? What is the expense. Could I write to Alaska and get any valuable information about the journey?" A dozen other questions were asked in rapid succession. "My room-mate, Miss Ennis, and I have been arranging for the trip," continued Miss Baker. "We intend to follow our profession in the gold fields and cast our lot with the others going to Alaska. I didn't want anything said of our trip, and Miss Ennis and I were keeping it to ourselves." Miss Baker is deeply interested in the Klondike and asked many questions regarding the hardships of the trip. She and her companion will be graduated in the spring, and it is then that they intend to start.

Jacob J. Debold, druggist at Freeman avenue and Gest street, Cincinnati, is the latest victim of the gold fever. He has closed out his business and is preparing for a trip to the Klondike region.

W. H. Butler, of Brookline, Mass., intends to shortly leave for Seattle, Wash.,

for the purpose of better investigating the mineral wealth of the Klondike region. If satisfactory Mr. Butler may be one of a mining party to visit that district next spring.

#### Dr. Bowers Writes of His Adventures En Route to the Klondike Country.

Dr. H. C. Bowers, who sold his drug store at Tenth and Jefferson streets, Louisville, Ky., and started on the long journey to dig gold in the Klondike country, as reported in a recent number of the DRUGGIST, has been heard from. He tells of his adventures in the following letters to Henry Jacobs, to whom he sold his store:

Tremont Hotel, Seattle, Wash., Aug. 7, 1897.

I am still in Seattle, waiting for the steamer Eliza Anderson to sail. She is an old boat that they have pressed into service for the rush, and she is now being repaired at the docks here.

I don't think she will stand much bad weather, especially in Behring Sea. The reason I go in her is because I can not take any freight on any of the other boats that go via St. Michael's. I paid my freight bill to-day, and it was \$125 on 1,200 pounds—more than 10 cents per pound. My ticket from here via steamer is \$150. I have invested \$150 in a three-horse power boiler, which I am going to take up there to thaw the ground so it can be worked faster in winter. I can get up 150 pounds of steam in five minutes here, and if I can do the same up there in that cold climate I will make a winning.

I have been in a machine shop all day to-day making extra fixtures and packing the boiler, etc. My hands and face looked like they used to when Tom and I used to come out of the cellar at home, only that I wear overalls now. I believe I know as many people here as I did in Louisville. They are easy to get acquainted with here. Do not advise any one to start for the Klondike with less than \$700 or \$800. I am not taking any larger outfit than the majority, and not near as large as many of them. I will give you a rough estimate of my expenses since leaving Louisville:

Railroad ticket to Seattle.....	\$55.00
Steamer passage to Dawson.....	150.00
Bill of groceries .....	78.00
Blanket, clothing, tent, rubbers, stove, mine tools, etc.....	105.00
Freight on above bill .....	110.00
Steam boiler.....	150.00
Freight on same.....	25.00
Total .....	\$673.00

Now, you can see that my investment, without the extra investment of the boiler, is \$500, and that is the least any one should take. There is still a duty to be paid on the entire outfit amounting to 20 per cent on an average, so that I will not have much money left out of the \$1,050 that I started with. The tickets on my steamer have gone up to \$300, so that I saved \$50 by securing passage early.

Everybody has gone crazy here. The hotels are crowded. Big houses keep open all night. Steamers are leaving every day loaded down to the guards. Steamer tickets are selling at a premium. The regular fare is \$300 on most of the steamers, and without any freight privileges. That is the reason I am going on the old tub, the Eliza Anderson. I had bought a ticket on another steamer by the Scaguay route, and when I found that I could not take two horses, I sold it for more than I gave for it. I will be seven weeks en route, and maybe all winter, if the Yukon River freezes up early this year.

It is 500 miles from here to Dawson City, via St. Michael's. You understand there is a shorter route by way of Juneau and Scaguay passes, but it requires horses to pack freight over the passes to Lake Sinderman.

It would take two horses, which sell for \$65 delivered at Scaguay, to get my 1,200 pounds of freight over before the trail closes up, as one horse can pack only 300 pounds, and it takes five days for a trip and return of thirty-five miles over the mountain trail. That would take fifteen days to get my freight thirty-five miles. It would take fifteen days more to build a boat and go down the Yukon River to Dawson City, and eight days from there to Juneau, making six weeks or two months that way. I heard to-day that there was a blockade at the pass with six inches of mud on the trail, so I am glad I could not get horses on the steamer Alke, for if it continues to rain up there the pass will be impassable, and a fellow would have to camp all winter at the pass, which would be awful to contemplate.

There is no one here who thinks for a moment how he is going to get back home. All they think of is getting there. The fact is that not one in a hundred will ever get a claim that will pay, and they will have to go to work for some

one else after they get broke, and wages are bound to come down after more people get in the country. If I can stand the hardships and cold I am sure I will make money. I bought about \$15 worth more medicine here. Dr. Haskell here thinks I will not be allowed to practice in Dawson without conforming to the British medical laws, but Dawson is not the only camp up there, and I am sure there will be other camps just as good. \* \* \* HARRY.

Union Bay, B. C., August 12, 1897.—Henry Jacobs, Tenth and Jefferson, Louisville, Ky. —Dear Boy: This is a coaling station up on the coast, and the last stop between here and Alaska. I have got a good stateroom and am the only doctor on the boat. Have got a judge from Arkansas for a patient with a broken rib and whisky fits. He keeps me pretty busy. Regards to all. HARRY.

## THE AWARD OF THE FLUCKIGER MEDAL.

### E. M. Holmes the Recipient.

When Professor Fluckiger retired in 1892 the sum of 10,000 francs was raised in England, Germany, Switzerland and elsewhere for the purpose of presenting a testimonial to him. The bulk of the money was reserved for the endowment of a Fluckiger Scholarship, or for providing grants in aid of research. The remainder served to defray the cost of an illuminated address, an album containing the portraits of subscribers, and a gold medal with replicas in bronze. One of these replicas was sent by Professor Fluckiger to the president of the Pharmaceutical Society of Great Britain as a sign of his gratitude and a slight proof of his appreciation of the friendship and encouragement he had always met with in England. Others were sent to the presidents of the German and Swiss Pharmaceutical Associations, and to representatives of the subscribers in different countries, with whom Professor Fluckiger had friendly relations. Thus, Dr. Attfield and Thomas Hanbury received bronze medals, and among the names of other recipients enumerated by the *Apotheker Zeitung*, of September 27, 1893, appear

the presentation medal, but to award the gold memorial medal every five years for distinguished service in the promotion of scientific pharmacy, the first medal to be awarded in 1897. This medal has been "struck as a memorial of the deceased master in pharmacognosy," and to quote from the regulations signed by all the trustees on June 13, 1896, "Die Fluckiger-Medaille wird nur in Gold gepräget und alle fünf Jahre vergeben. Zum ersten Male erfolgt die Verleihung im Jahre, 1897." The decision as to who should receive the first medal was left in the hands of the German "Apotheker-Verein," as representing also, for the time being, their Swiss *confreres*, and, on the recommendation of the trustees, being put to the vote at the Strasburg meeting, it was unanimously agreed that the individual to be honored should be E. M. Holmes, who thus became the first Fluckiger medallist. In his case, the



EDWARD MORELL HOLMES, F. L. S.

medal is not awarded because of his position, but, like the Hanbury Medal, in recognition of work done and valuable service rendered in the promotion of sci-

entific, and the result utilized by the "regular" as well as by the eclectic schools of medicine.

All who have any interest in American drugs will, therefore, be pleased to learn that Professor J. U. Lloyd, of Cincinnati, for years the friend and colleague of Professor King in the Eclectic Medical College at Cincinnati, proposes to publish a book, the proceeds from the sale of which are to be devoted to the erection of a suitable monument to the memory of Dr. King.

"The Right Side of the Car" is the title of the book in question. It is a brief story, in which a journey to and a description of Mount Tacoma furnish occasion for some charming and touching writing along wholly novel lines. There are but two characters in the story, but these are most interestingly portrayed.

The proceeds from the sale of the author's limited edition will be devoted to the erection of the monument to Dr. King above referred to, and the names of the subscribers will be engraved in a copy, which will be presented to Mrs. King. Each subscriber to this special edition will also receive a portrait of Dr. King. Each copy of this special edition with a special inscription, will be signed by the author. It will contain four full-page illustrations in imperial Japanese vellum; an initial letter and tail-piece by J. Augustus Knapp, and cover designs by Theodore Brown Hapgood, Jr., stamped in full gold. Printed by John Wilson & Son, at the University Press, Boston, on Ralsdall hand-made paper, with imbricated title-page. 8vo., full cloth, gilt top, and untrimmed edges, 68 pages, \$2.00. As only the number subscribed for will be printed, subscriptions should be sent at once to Professor J. U. Lloyd, Cincinnati, Ohio.

### The Richmond Meeting.

A number of members of the National Wholesale Druggists' Association propose to avail themselves of the delightful steamer voyage to Richmond on the steamships of the Old Dominion Steamship Company. No more attractive method of reaching Richmond could be devised than that of taking the steamer Old Dominion, which leaves New York City on Saturday afternoon, October 9th, and reaches Richmond on Monday morning, October 11th. While the steamer Old Dominion, which makes this voyage, is not one of the handsomest and most modern of the line, is very roomy and comfortable, and affords an ideal means of reaching Richmond. Some of the party going from this city will probably, however, take the steamer Yorktown, which sails at 3 o'clock on Saturday, October 9th, and arrives at Old Point Comfort on Sunday morning about 10. After taking dinner at Old Point, these members may take a train which leaves for Richmond at about 4 o'clock, arriving in good time for dinner at the Hotel Jefferson.

Some members of the proprietary association propose going down by rail on Sunday night, and returning by the Old Dominion steamer from Old Point. The entire party will come down from Richmond to Old Point at the close of the meeting.

The Hotel Jefferson is one of the most attractive hostleries in the United States. It is constructed on the very latest mod-



THE FLUCKIGER MEDAL, AWARDED TO E. M. HOLMES.



those of Beckurts, Brunswick; Dragendorff, Dorpat; Fritzsche, Leipzig; Hilger, Munich; Hoffmann, New York; Nagelvoort, Detroit; Planchon, Paris; Schaer, Strassburg, and Tschirch, Berne.

At Fluckiger's death, however, the testimonial fund assumed the nature of a memorial fund, and though it is scarcely correct to speak of it as having started then, the new rules drawn up for the guidance of the trustees were such as almost to justify the use of that expression. Among other changes it was decided to strike no more complimentary replicas of

entific pharmacy. We are indebted for the foregoing particulars to the *Pharmaceutical Journal*.

### For a Monument to the Author of the "American Dispensatory."

Professor John King, author of the "American Dispensatory," may be looked upon as having been the leading authority on eclectic materia medica, and his work in the study of drugs indigenous to this country has been widely appre-

els, and is operated on the basis of making it a success as a hotel, regardless of expense, with a result that everyone who spends any time there is delighted. The citizens of Richmond take a pardonable pride in the hotel, and members of the association will find that it will compare favorably with any first-class hotel in the North.

The Committee on Arrangements advise members to plan their trip so as to arrive in Richmond on Sunday evening, or Monday morning at the latest. Rooms can be reserved by writing to the Hotel Jefferson, Richmond, Va., and stating the priced room wanted. The hotel rates at The Jefferson are as follows:

	American Plan	Per day. European.
Room for 1 person.....	\$4 00	\$1 50 upward
Room for 2 persons.....	8 00	3 00 "
Room with bath for 1 person..	5 00	2 50 "
Room with bath for 2 persons.	9 00	5 00 "

To make sure of accommodations, all who are going should write at once to the management of this hotel to reserve rooms for them.

## SEPARATE PHARMACY LAW FOR GREATER NEW YORK.

### Brooklyn Druggists Declare for It.

#### Does It Mean War Against the State Association?

A regular monthly meeting of the Kings County Pharmaceutical Society was held on Tuesday, September 14th, in the new lecture hall of the Brooklyn College of Pharmacy. The meeting was called for 2.30 p. m., but it was nearly 3.30 p. m. before a quorum was obtained and President Paradis opened the proceedings.

This meeting should have considerable interest for the druggists of the State who are working for a uniform State pharmacy law, as former President William Muir plainly intimated his intention of breaking away from the State Association and working for the maintenance of an independent pharmacy enactment for the Greater New York.

Former President William Muir, of Brooklyn, is evidently still smarting from his defeat at the Manhattan Beach meeting, and he makes no secret of his intention to cut loose from the State Association. He commenced hostilities at this month's meeting of the Kings County Pharmaceutical Society by introducing a resolution calling for the appointment of a committee of three to confer with similar committees from the New York College of Pharmacy and the New Yorker Deutsche Apotheke Verein, and requesting the appointment of such committees from the organizations named. This means that an effort is to be made to maintain a separate pharmacy law for Greater New York and thus thwart the wishes of the officers of the State Association, who are working earnestly for the enactment of an equitable measure for the regulation of the practice of pharmacy throughout the entire State.

Readers of the AMERICAN DRUGGIST will remember that at the last annual meeting of the State Association, held at Manhattan Beach two months ago, it was resolved by a majority vote to authorize the Committee on Legislation to draft a single State law and procure its enactment by the Legislature. This is a re-

form which has been earnestly advocated at different times by the Brooklyn druggists themselves, and now, just at the time when it has been taken up in earnest by the druggists of the State at large, the Kings County Pharmaceutical Association proceeds to ignore the movement and repudiate the action taken by the State Association.

#### Dr. Bartley Applies for Membership.

There were twelve members present when President Paradis called the meeting to order. The minutes of two previous meetings were read by Secretary Bliss, and after the usual formalities adopted. The name of Dr. E. H. Bartley was presented for membership in the society, and as he is not a registered pharmacist in the County of Kings his application occasioned some debate. Dr. Brundage contended that the section of the constitution of the society relating to the requirements for membership referred to the pharmacy law of the county. The section in question reads:

"Any registered pharmacist or registered assistant pharmacist as required by the laws relating to the practice of pharmacy in the State of New York, who is of good moral character and professional standing, and is, or has been, doing business in said State, shall be eligible to active membership in the society."

Dr. Brundage said that the registration clause in this section referred exclusively to the Kings County Pharmacy Act, but he ignored entirely the last requirement of the section, relating to the applicant's business connection with pharmacy in the county, nor did any of the other members refer to it. He said it had been the custom of the society to exclude all applicants for membership unless those registered in the county. Professor William Anderson pointed out that the aims of the Kings County Pharmaceutical Society were "to unite the registered pharmacists of the county and vicinity in efforts for the promotion of the professional and business interests of the same," and he laid special stress on the word "vicinity," which he said might be taken to include the druggists of New York. President Paradis supported Messrs. Muir and Anderson in their efforts to elect Dr. Bartley to membership, and the application was, on the motion of Professor Anderson, finally received, and took the usual course. The application of Grant J. Woolston was reported favorably, and after being balloted for, he was declared elected by a unanimous vote.

#### A Little Gift from the State Association.

Reports of officers were then called for, and Treasurer P. W. Ray made a brief report of receipts and disbursements for the months of July and August. He prefaced his report with a letter by John M. Peters, chairman of the local Committee on Entertainment of the New York State Pharmaceutical Association, conveying an unexpected balance from the committee to the county society. The letter read as follows:

"Dr. P. W. Ray,  
"Treasurer of the Kings County Pharmaceutical Society,  
"Brooklyn, N. Y.

"Dear Sir: Pursuant to a resolution adopted yesterday by the local Entertainment Committee of the N. Y. S. P. A., I enclose herewith check for \$302.96, representing the balance to the committee's credit, after paying all bills for the recent convention at Manhattan Beach, and which the committee has voted to the Kings County Pharmaceutical Society to be employed for pharmaceutical purposes. J. M. Peters,  
"Treas.

"New York, July 23, 1897."

The treasurer's statement was as follows:

#### RECEIPTS.

July 10, Received from Board of Pharmacy.....	\$48.00
July 10, Balance on hand.....	300.00
July 29, Entertainment Committee of N. Y. S. P. A.....	302.96
Total.....	\$651.54

#### DISBURSEMENTS.

July 12, Transfer from Society to College.....	\$300
August 2, Transfer from Society to College.....	100
Total.....	\$400.00

Balance September 14th.....\$251.54

#### Committee for a Greater New York Law.

Routine business over, William Muir moved the appointment of a committee of three to confer with the similar committees from the College of Pharmacy of the City of New York and the German Apothecaries' Society for the purpose of drafting a new pharmacy law for the Greater New York. The resolution included a request to both the college and the society named for the appointment of committees to confer with the Kings County druggists. There was little or no discussion, and the resolution was adopted without a division. A verbal report from the Committee of Supervision of the college was made by Mr. Muir. Twenty-five students had already matriculated for the coming session of the Brooklyn College of Pharmacy, and among the number were five ladies. He said that the session would open with a class of sixty. He referred with pride to a report by a committee of the American Pharmaceutical Association, in which the college was ranked fourth among the pharmaceutical colleges of the country.

#### For a Revised Poison Schedule.

The matter of revising the pharmacy chapter of the charter for the Greater New York was brought up again at this point by Dr. A. B. Brundage, who read a paper on a proposed revision of the poison schedules. The paper was prepared by T. J. Keenan, the associate editor of the AMERICAN DRUGGIST, and read as follows:

The poison schedule of the pharmacy chapter of the charter for the Greater New York is perhaps the weakest feature of the law. Many new and violent poisons have been introduced to medicine since the enactment of the New York County Pharmacy Act, and these should be included in a revised poison law. The old scheme providing for a division of poisons into two schedules; schedule A comprising the active poisons, the sale of which must be registered in the presence of a witness; and schedule B comprising poisonous substances which may be sold freely, providing the box or container is duly labeled with the name of the substance and the word "poison" written or stamped thereon, is satisfactory, but the list of poisons is manifestly inadequate. Many of the newer remedies come within the category of violent poisons, and provision should be made for their legal sale by registered pharmacists. The list of poisons in schedule A should be increased by the addition of at least the following substances, viz.:

Pure carbolic acid.

Chromic acid.

Drugs, animal and vegetable substances, crude, purified or powdered, the average dose of which does not exceed three decigrams or five grains, in five Cc., or 80 minims (an average teaspoonful); or in five drams, 78 grains.

Aconite, belladonna, cantharides, nux vomica, opium, veratrum, white and green. Alkaloids and other principles of the above and their salts, and all preparations of these containing one per centum or more of such alkaloidal salts or active principles. Also the following alkaloids and active principles and preparations containing one per centum or more of these: Cocaine, elaterium, picrotoxin, pilocarpine, sparteine, veratrine.

Abortifacients: Ergot, cotton root bark, oil of tansy, oil of pennyroyal.

Antitoxin, animal serums.

Schedule B should be revised by the deletion of articles now included in it which are named in the revised list proposed above for schedule A, and the inclusion of the caustic alkalies and preparations of iodine, tincture and liquors.

Dr. Brundage suggested the addition to Schedule B of such active chemical compounds as sulphonal, trional, antipyrine and phenacetine, in order to prevent the sale of these drugs to irresponsible persons, and to provide a safeguard for the seller.

Mr. Muir's arduous efforts to make the 1897 meeting of the New York State Pharmaceutical Association a success are to be recognized by the Kings County Pharmaceutical Society, for, on Professor Anderson's motion, a committee has been appointed to provide a suitable token for presentation to Mr. Muir. President Paradise will name the committee later.

The illness of Lithgow T. Perkins, the efficient secretary of the Board of Pharmacy, drew forth many expressions of sympathy from the members, and it was moved to express the sentiment of the society in a fitting manner through the secretary.

Dr. Bartley mentioned the fact that he had received a communication from C. S. N. Hallberg, of Chicago, relating to a proposition to distribute copies of an Epitome of the National Formulary for physicians' use. Professor Hallberg desired to get into communication with the society, and the secretary was accordingly instructed to write to him.

Dr. Brundage thought that some pharmacists needed instruction regarding the National Formulary as badly as the physicians. He had once written a prescription for Elixir Chloroform Comp. (N. F.), and the pharmacist had returned the paper to him with a request for information as to "Who makes this?" The answer Dr. Brundage sent back was, "Every pharmacist but yourself!" This put the druggist on his mettle, and nearly every preparation of the National Formulary can now be obtained at his pharmacy. At 4.30 p. m., after transferring \$200 of the society's money to the Brooklyn College of Pharmacy, the meeting adjourned.

### New Hampshire Association Meets.

The twenty-fourth annual meeting of the New Hampshire Pharmaceutical Society opened at the New Manchester House, in Manchester, N. H., on September 7th. C. B. Spofford, of Claremont, president of the association, presided. The report of the State Board of Pharmacy was received, and an interesting discussion followed. The election of officers, nominations for which had been made at the previous session, resulted as follows: President, Goodwin E. Philbrick, of Portsmouth; first vice-president, S. Howard Bell, of Derry Depot; second vice-president, Frank James, of Manchester; secretary, F. L. Way, of Manchester; treasurer, Edward H. Currier, of Manchester; auditor, G. Fred Soule, of Manchester; Executive Committee, Will-

iam D. Grace, of Portsmouth; F. L. Way, of Manchester, and A. S. Wetherby, of Exeter.

The next meeting of the association will be held at the Isles of Shoals on the first Tuesday in September, 1898.

### The Cleveland Pharmaceutical Association.

Although the Cleveland Pharmaceutical Association has been organized for seventeen years, the monthly meetings can still boast of an attendance running from twenty to forty members, and on special occasions the attendance has reached sixty-five. There are 185 drug stores in the city, and the society has a membership of 162. Connected with the association is an auxiliary, known as the Cleveland Pharmaceutical Association Auxiliary, whose membership is restricted to the members of the C. P. A. and those who own or manage retail pharmacies. The auxiliary has a membership of 100. The dues of the parent association are \$2 per year, but the auxiliary has no dues, but assessments are made when required. The first assessment of \$5, although made nearly two years ago, has been used to only a small extent. A similar society in Cincinnati requires a note of \$50, payable on demand, from each member. So far \$15 has been assessed on each note and always promptly paid, and this fund is about exhausted. Cleveland funds are evidently managed with greater economy. Another reason is that Cincinnati has two rival drug associations, the College and Academy, each numbering about 75 members. In Cleveland we have Harmony with a capital H.

The purpose of the organization of the C. P. A. was to maintain prices on all articles sold in pharmacies and to cultivate social intercourse among members. Full prices were maintained until about two years ago, and even now, with the cutters among us, many stores still sell almost everything at full prices. On two occasions the entire stocks of cutters were purchased, and be it said to the credit of these department stores, they never put in stock any article that could properly be called a medicine or drug. As will be seen further along in the report of the regular monthly meeting, efforts are still in progress to maintain prices.

Socially the association has been a decided success, and even the bogie-man cutter has not been able to quench in the smallest degree the fun-loving and spirit-exhilarating tendencies of our druggists. As some one recently remarked, Cleveland has the youngest-looking old pharmacists in the United States.

The auxiliary was organized for a different purpose and is directly the outcome of the over-zealousness of the former administration of the food laws of Ohio. Its primary object is to prevent persecution under the guise of law enforcement, and it is not intended to protect those who do not adhere strictly to the U. S. P., '90, in the preparation of their galenicals and who violate State laws. The result has been above expectations. Practically no persecutions have been heard from lately, and druggists likewise have been very careful to make their preparations strictly according to the standard, and examine and test chemicals and drugs purchased.

At the regular monthly meeting of the C. P. A. Auxiliary, held September 3d,

the secretary, Dr. E. B. Lane, called the meeting to order, the president, G. L. Hichler, not having returned from the A. Ph. A. meeting. E. A. Schellenstrager was elected to preside.

The report of the treasurer, G. W. Voso, showed a large balance on hand, and \$35 expended in the past year for attorney's fees and expenses in the "acetic acid cases." Several druggists had been arrested for selling 85½ per cent acetic acid, clearly persecution cases, and the benefit of the C. P. A. was clearly demonstrated. Otherwise the several interested parties would have had to pay costs and fines of about \$75 each. The committee to confer with Mr. Herbst, of Columbus, the drug inspector of Ohio (and, by the way, a thoroughly qualified man for the position, and one of the gentlemen of our State), as to what preservatives could be used for fruit juices, pulps, etc., reported that according to the laws of Ohio, neither salicylic, benzoic or boric acids and their salts or formaldehyde could be used, and, in fact, nothing would be allowed except a little alcohol (quantity or proportion not stated). The same law also applies to tomato catsup, unfermented grape juice and all food products.

At the monthly meeting of the Cleveland Pharmaceutical Association, held at the same date as above, Mr. Schellenstrager presided, owing to the absence of the president, Dr. N. Rosewater. A communication was read from the west and south-side druggists stating that they had unanimously agreed to maintain prices on all articles and positively fix flat rates for those sold under full prices, for example: Carter's Pills, 15c.; Hood's Sarsaparilla, 72c.; Pierce's Medical Discovery, 88c.; Castoria, 28c., etc. There are about fifty drug stores in the district named. The Telephone Committee were given further time to report. The peculiarity of the matter lies in the fact that the telephone company want all druggists to put in slot telephone instruments in place of the ordinary apparatus, now charged for at a rate varying from \$72 to \$144 per year, payable quarterly in advance, to have every message pay ten cents, including the druggist's own, and the company to retain 75 per cent of the receipts. The conferences are still going on. The Price-List Committee promised to report at the next meeting.

Professor Jos. Feil reported the proceedings of the A. Ph. A., held at Minnetonka Beach. Considerable interest was manifested in the papers read by Professor Feil, as printed in the AMERICAN DRUGGIST.

Professor Arny was introduced and made some very appropriate remarks. He urged the druggists to stick to the school. The consideration and practicability of manufacturing a line of "patents," having been argued pro and con for several past meetings, was referred to a committee, after which the meeting adjourned to meet October 1st.

### A New Orleans Jobber Doing Business from New York.

L. N. Brunswick, jobbing druggist of New Orleans, arrived in New York City last week, after a brief vacation spent in Europe. When he learned of the outbreak of yellow fever in the country surrounding New Orleans and of the quarantine against towns and villages in the fever-stricken district, he immediately



decided to stay here until the epidemic abated. He has also completed arrangements to overcome the quarantine by supplying his customers with goods direct from New York City during the prevalence of the disease.

### Liquids in the Mail.

#### They May Be Sent to Mexico if Properly Packed and Not Dangerous.

Postmaster-General Gary has issued an order directing that samples of liquids, fatty substances, and substances which easily liquefy and which are not poisonous, explosive, or inflammable, shall be admitted to the mails, other than the parcel post, exchanged between the United States and Mexico.

A number of other countries, including France and Germany, have an agreement with the United States under the postal treaty, permitting the transmission of substances of the kind specified through the mails. It is provided in the agreement that each sample must be packed in a thick glass bottle, hermetically sealed, and placed in a wooden box containing sufficient spongy matter to absorb the contents of the bottle if it should break. This wooden box is to be inclosed in a case of metal or wood, or of strong and thick leather, so that it may be easily opened for examination.

### North Dakota Druggists Elect Officers.

FARGO, N. D., August 25.—The North Dakota State Pharmaceutical Association met here to-day, and besides transacting the usual routine business, elected the following officers: T. W. Kibbee, Drayton, president; C. J. Lee, Valley City, first vice-president; L. A. Tanbert, Casselton, second vice-president; W. S. Parker, Lisbon, secretary and treasurer; C. R. Meredith, Casselton, John F. Anderson, Milton, W. M. Storey, Buffalo, Executive Committee. The association recommended L. Christian, of Fargo, S. St. John, of Lakota, and H. E. White, of Jamestown, to Governor Briggs, as proper members for nomination on the State Board of Pharmacy. The meeting adjourned this evening and the members went to attend the national meeting at Lake Minnetonka.

### Fake Castoria Makers Enjoined.

The Centaur Co., of New York, the manufacturers of Castoria, have secured from Justice Cox, sitting in the Equity Court of the District of Columbia, an order continuing the preliminary injunction granted by him a short time ago in the suit instituted by the New York company against Conrad H. Weiss and George Buckler, doing business in Washington as the Anacostia Drug Co.

The Centaur Co. represented that the defendants were manufacturing and selling a preparation not only under the name of "Castoria," but were also putting it up and inclosing it in and under labels, wrappers and circulars in imitation of substantially those used by the Centaur Co. At the time of the filing of the suit Justice Cox granted a preliminary injunction on September 7th, the Centaur Co. having moved that it be continued, pending a final hearing of the case. The matter was argued by Henry W. Blair, on behalf of the defendant, and by Messrs. Frank W. Hackett, of Washington, and Mr. Wetmore, the New York attorney of the Centaur Co.



### News of the Fortnight.

#### New York Drug Bowlers.

##### E. Kemp, Jr., Elected President.

The Drug Trade Bowling Club held an interesting meeting at the offices of Seabury & Johnson, 59 Maiden Lane, on the evening of September 9th.

President F. H. Sloan, of Dodge & Olcott, occupied the chair, and among those present were C. W. Rudyard, of W. J. Matheson & Co.; R. J. Droze, of Upjohn Pill & Granule Co.; J. H. Howe, of Dodge & Olcott; J. H. Lawrence, of Powers & Weightman; Mr. Scully, of E. Merck & Co.; W. De Zeller, of Seabury & Johnson; C. H. Furgang, of Roessler & Hasslacher; Edward Fluhr, of Wm. R. Warner & Co.; G. T. Rieffelin, of Sharp & Dohme; Messrs. Hemming and Stevens, of Lanman & Kemp; Wm. J. Carr, of Parke, Davis & Co., and W. R. Prescott, of Austin, Nichols & Co.

It will be seen by the above list that five new houses had responded to the call issued by President Sloan on September 1st, in which delegates of houses desirous of entering the bowling tournament were invited to be present. The five new entries were Powers & Weightman, Sharp & Dohme, the Upjohn Pill & Granule Co., Lanman & Kemp and Austin, Nichols & Co.

Letters were also received and read by which the houses of Max Zeller and W. H. Schieffelin & Co. retired their teams from the coming tournament.

Although they were not represented at the meeting, it was understood that the teams of R. W. Robinson & Son and Bruen, Ritchie & Co. would continue to remain in the association.

##### OFFICERS ELECTED.

The following officers for the ensuing year were then put in nomination and elected: President, Edward Kemp, Jr., of Lanman & Kemp; vice-president, S. H. Carragan, of Parke, Davis & Co.; secretary, W. A. Hamann, of Roessler & Hasslacher, and treasurer, Wm. De Zeller, of Seabury & Johnson.

Both Mr. Sloan and Mr. Rudyard announced their intention to decline a reelection to their respective offices as president and secretary. It is feared, however, that Mr. Kemp, the newly-elected president, will not serve, as he declined the honor last year. Mr. Kemp has been an honorary member for several years.

A committee consisting of Wm. J. Carr, of Parke, Davis & Co.; H. O. Barnes, of Colgate & Co., and Wm. De Zeller, of Seabury & Johnson, was then appointed to look into the question of renting alleys for the tournament, with instructions to report at their earliest convenience.

Resolutions were also adopted fixing

the final date on which applications can be received from houses desiring to join the association as September 23d, on which day another meeting will be held at the office of Parke, Davis & Co.

After other matters of a routine character had been disposed of the meeting adjourned.

The principal topic discussed since the meeting has been the eligibility of Austin, Nichols & Co. as a member of the association. Some of the members believe that President Sloan blundered in inviting them, while others hold that the house is eligible, as it has a chemical department, although practically a grocery house. It is probable that the firm will be allowed to remain in the association on condition that its bowling team is made up of men employed in the chemical department and not elsewhere.

#### S. C. I. to Resume.

The usual monthly meetings of the Society of Chemical Industry will be resumed next month. It was intended to hold the first meeting of the season in the new Havemeyer laboratory at Columbia University, Morningside Heights, on October 22d, but it was learned that the building would not be ready in time and the project was abandoned. The next meeting of the Section will, accordingly, be held in the usual meeting place in the College of Pharmacy, 115 West Sixty-eighth street, on Friday, October 22, 1897. A large number of papers are promised for the opening meeting.

#### President Kemp May Resign.

It is reported that the New York College of Pharmacy is about to lose the services of President Edward Kemp. Mr. Kemp is, we hear, seriously thinking of renting a villa in Grasse, France, for the winter, and if this should prove true, his resignation as president of the college will be announced soon.

#### Drug Club's New Directors.

The nominating committee of the Drug Club met on Tuesday, September 21st, and recommended the following names for election to the Board of Directors: Thomas P. Cook, A. Robb, R. W. Rowe, H. Hall, I. V. S. Hillier, J. E. Young and A. A. Stillwell.

The club dining-room has been well attended during the past fortnight, and the names of a number of prominent out-of-town druggists are to be found on the visitors' book. Among others M. N. Kline, of Philadelphia; Dr. W. H. Burland, of Punta Gorda, Fla., and Mr. Sinige, of the well-known drug firm of Na-



bers, Morrow & Sinnige, of Birmingham, Ala.

The annual meeting of the club will be held in the club rooms, Woodbridge Building, on Thursday, October 7th, at 12 o'clock noon, for the election of the seven members of the Board of Directors named above.

## GROWTH OF THE BROOKLYN COLLEGE OF PHARMACY.

### A New Lecture Hall.

The Brooklyn College of Pharmacy has acquired the entire building at 329 Franklin avenue, Brooklyn, and thereby greatly increased its facilities. The ground floor has been converted into a general lecture hall and meeting place for the Kings County Pharmaceutical Society, the regular monthly meeting of the society being held here on Tuesday, September 14th.

The new lecture hall is a commodious, well-lighted and ventilated room capable of accommodating about 100 students. Its acoustic properties are excellent. The clerk's office opens from the street, and entrance to the lecture hall is obtained either by passing through the clerk's office or through the old entrance to the laboratories. The hall is nearly 100 feet long and 25 feet wide, and an elevated platform at the far end furnishes accommodation for a well-equipped lecture table, fitted up with pipes for gas and water, with waste pipes and a sink. The room on the top floor, formerly used as a lecture hall, has been converted into a pharmacognosy museum, and a complete microscopical outfit has been added, with numerous specially-designed tables for microscopical study and the accommodation of specimens.

A number of new balances and many new pieces of chemical apparatus are among the improvements which have been made in the furniture of the college during the vacation period. The increased number of lady students who have matriculated for the coming session has necessitated the equipment of a ladies' room, and this has been effected by reserving for their use a portion of one of the smaller laboratories, which has been fitted up as a lavatory and dressing-room.

The Board of Trustees are well pleased with the prospects for the coming session, and a large attendance of students is anticipated.

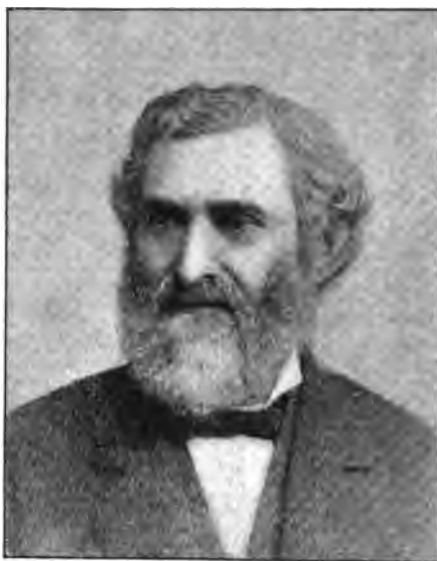
The faculty of the college consists of: Elias H. Bartley, B.S., M.D., Ph.G., dean and professor of organic chemistry; Henry W. Schimpf, Ph.G., M.D., professor of inorganic chemistry; William C. Anderson, Ph.G., professor of theory and practice of pharmacy; A. Percival Lohness, Ph.D., professor of materia medica, botany and pharmacognosy; William Bromwell, Ph.D., associate professor of chemistry; Daniel C. Mangan, B.S., M.D., instructor in organic and inorganic chemistry; John F. Golding, M.D., Ph.G., instructor in theory and practice of pharmacy, and secretary of the faculty; Walter Bryan, M.A., M.D., instructor in materia medica, botany and pharmacognosy; and the following lecturers on special subjects: Albert H. Brundage, Ph.G., M.D., hygiene; Daniel C. Mangan, B.S., M.D., Latin; Henry E. Brundage, LL.B., pharmacy laws; John C. Cardwell, M.D., physiology. Laboratory assistants: Joseph L. Mayer, Ph.G., assistant in or-

ganic chemistry; William A. McIntire, Ph.G., assistant in inorganic chemistry; E. Clayton Woodcock, Ph.G., assistant in materia medica, etc.

### David Hays Dead.

David Hays, for many years treasurer of the New York College of Pharmacy, died on Wednesday, September 15th, having just completed his seventy-seventh year. His death occurred on his birthday, at Pleasantville, Westchester County, N. Y., at the homestead where he was born, the place having been in possession of his family since 1785, and being now owned by his son, Daniel P. Hays, of this city. Mr. Hays was a descendant of Jacob Hays, the High Constable and Sheriff of New York, so noted in the early history of New York.

He was one of the oldest and best-known pharmacists of the city, having established the Rutger's pharmacy, at the



DAVID HAYS.

For many years treasurer of the New York College of Pharmacy.

corner of Clinton and Division streets, in the Seventh Ward, in the days when that section was inhabited by the upper classes. He was, as stated above, treasurer of the College of Pharmacy, having assumed the office at the most critical period in the history of the college, when its treasurer had defaulted. He was also chairman of the Board of School Trustees of the Seventh Ward. He was distinguished for his unswerving rectitude of character. A family of four sons and three daughters survive him.

### Drug Store Looted by Robbers in New York.

The drug store of Gordon & Flak, situated at Market and Madison streets, on the lower east side of the city, was looted last Tuesday evening by two robbers in approved Western manner. It was hardly dark when the outrage was perpetrated. Aaron Gordon, a partner of the firm, was in the store at 7.45 o'clock. The front door of the store opens on Market street.

Two men walked through it and to Mr. Gordon, who stood between two counters near the glass partition screening the prescription department at the rear. As the men approached Mr. Gordon, both drew revolvers and pointed them at his head.

"You keep quiet and get back," one of them said.

Gordon was too much startled and frightened to do anything but obey orders. He backed through the space between the counters and the door behind the prescription department leading into a rear room. The young woman, who speaks only yiddish, was scared out of her senses and voice by the sight of the revolvers and cowered behind the prescription case, silent and motionless.

When the robbers had Gordon in the back room away from the front, which thousands of people could see through the wide windows, one of them left him and quietly went behind the counter and pulled one drawer after another open, evidently looking for the cash drawer. The other, still holding his revolver in his right hand and muttering threats, searched Gordon carefully and thoroughly, taking his watch from his pocket, unhooking the chain, and all the money he had, a small sum.

Just at this time Mr. Flak walked to the front door to go to work, and was astonished to be stopped there by a strange man, a third robber, who had been left on watch, who told him he could not go in, that he would be killed if he went in. Mr. Flak is not used to robbers, and did not suspect the truth. He thought the man was merely crazy, and after listening to him a moment, pushed his way in. As he did so, the other two men quietly walked out. They had probably heard their guard's voice and suspected trouble.

The result of it all was that the three robbers had stepped outside, mingled with the moving throngs on the sidewalk, and disappeared as completely as if they had jumped into the middle of the Atlantic Ocean.

### Bright Prospects of the New York College.

The unusual number of applications from prospective students who are compelled to condition their attendance at the lectures of the New York College of Pharmacy upon their being able to obtain employment while pursuing the college course, has prompted Thos. F. Main, the secretary of the college, to appeal to members of the college for aid in securing suitable positions for such applicants. He says:

"The prescribed course of study requires Junior and Senior students to attend lectures on alternate days, which enables pharmacists to engage the services of a student from each class who can be on duty the entire day every other day, thus insuring competent help in a store at all times at a moderate cost.

"All those seeking positions are required to file recommendations from former employers with the clerk of the college, and I need scarcely point out that young men with an ambition to become thoroughly educated in their business usually prove desirable assistants."

Mr. Main believes that many additional students could be induced to enter the college if situations could be obtained for them.

### PERSONAL MENTION.

William Herd, N. Y. C. P., '86, is spending a two weeks' vacation at Cairo, Ill., at the home of his bride.

Bectan, Dickenson & Co., 45 Vesey street, have taken up the manufacture of clinical thermometers, hypodermic syringes, etc.

Robert J. Sunderman has sold his pharmacy at the corner of Avenue D and Eighth street, Bayonne, N. J. to Strauss Bros., of Elizabeth, N. J.

John H. Allen, druggist at Millbrook, Dutchess County, N. Y. was in the city last week on a business trip. He reports the drug business as being in a flourishing condition in Millbrook.

William F. Mayer, proprietor of the Junction pharmacy, at 122 Paterson Plank Road, West Hoboken, N. J., has purchased the drug store of Dr. A. Mayer, at 1137 Summit avenue, Jersey City.

L. A. Frasick, who has at different times owned several drug stores in this city, has just purchased the pharmacy at the corner of Amsterdam avenue and Sixty-third street from F. F. Bridgewater.

Professor Virgil Coblenz has returned from his four months' trip to Europe. Mrs. Coblenz, who was in poor health when she went abroad with her husband, has come back very much improved.

Tscheppe & Schur have purchased Rudolph Pay's pharmacy, at the corner of Ninety-first street and the Southern Boulevard. Mr. and Mrs. Pay contemplate a tour through Europe and may not return for some time.

Martin Krom, who was lately in the employ of Dr. William Stemmermann, druggist, at Passaic, N. J., has accepted a clerkship at Brandt's pharmacy, at the corner of Washington and Seventh streets, Hoboken, N. J.

Henry W. Volkman, apothecary at St. Bartholomew's Clinic, was married on September 8th to Miss Harriet Scott, of this city. The young couple will be "at home" at 661 Eagle avenue, on Wednesday evenings in October.

George S. Male, N. Y. C. P., '97, has accepted a position as manager of J. S. Jadwin's pharmacy at Carbondale, Pa. He has been with P. B. Knapp & Sons for the past year at their pharmacy, 362 Hudson street, New York City.

William Weis, pharmacist, at the corner of Seventh avenue and Thirty-fourth street, New York City, who sailed for Europe on July 7th with his wife, returned on the 18th inst., after a very pleasant sojourn in England and the Continent.

Henry Meares, the head clerk at Otto Boediker's pharmacy, at the corner of Sixth avenue and Fifty-fourth street, New York City, was made happy on Tuesday, September 8th, by the birth of a son. Both mother and child are doing very nicely.

S. I. Vanderbeck, N. Y. C. P., '96, was married on Thursday evening, September 23d, at the Union Avenue Baptist Church, Paterson, N. J., to Miss Eva Chalmers. Mr. Vanderbeck has charge of George P. Lehritter's branch pharmacy at Oyster Bay, L. I.

Harry Leslie, the first clerk at E. McIntyre & Son's pharmacy, corner of Sixth avenue and Fifty-fifth street, New York City, took an extended vacation trip to the far West. He was absent about two months, and has just returned to resume his duties at the store.

Frederick K. James has gone away for a brief respite from business, and is accompanied by his wife. He was kept in town during the summer owing to the improvements which he made in his store, at the corner of Forty-fourth street and Eighth avenue.

Samuel Morris, N. Y. C. P., '94, who was with the firm of Bartlett & Liell, on Fifth avenue and Forty-sixth streets, New York City, until they failed in business, has accepted a position with Van Horn & Ellison, corner of Fifth avenue and Fifty-eighth street.

E. H. Frischmuth, pharmacist, at 261 Dean street, Brooklyn, died suddenly on September 6th of heart failure. He had been sick for some time, but his illness was not considered serious. His drug store will be under the management of his nephew, George Walling, hereafter.

The Theodore Spear Pharmacy, at the corner of 126th street and Eighth avenue, New York City, which recently passed into the hands of a receiver, has been sold, the purchaser being F. W. Kinsman & Co., who will conduct it as a branch of their other stores in this city.

A number of young druggists, styling themselves the New York County Pharmaceutical Wheelmen, took a century run to Philadelphia September 16th, and the following are the names of the survivors, who covered the distance within ten hours: A. D. Lurch, F. D. Lurch, George Jensen and Charles Weber.

Frederick H. Plate, N. Y. C. P., '91, who has been in the retail drug business for the past two years at Flushing, L. I., has sold his store to his former clerk, E. Krosher. It is reported that Mr. Plate will forsake the profession of pharmacy and go into the cork business with his father at Newtown, L. I.

John C. E. Neilson, N. Y. C. P., '91, the head clerk at M. A. Smith's pharmacy, corner of Lexington avenue and Seventy-sixth street, New York City, has resigned his position there in order to resume his studies at the Long Island Hospital Medical College, where he expects to graduate next spring.

Fuchs & Kamenski have purchased the drug store at the corner of Ninth avenue and Twenty-eighth street, New York City, from J. K. Bernhardt. Mr. Bernhardt will devote all his time and attention to his other store, at the corner of Park avenue and 120th street, which he recently purchased from J. J. Alexander.

A well-dressed man entered the drug store of Robert F. Murion, at 160 Willoughby street, Brooklyn, the other day, and asked leave to use the telephone. After he had gone the druggist discovered that the man had stolen his diamond stud, worth \$100, which was in a garment that had been left hanging near the telephone.

Curt W. Knappe, N. Y. C. P., '91, formerly in the retail drug business at Rutherford, N. J., and latterly one of the staff at Merck & Co.'s, has resigned his position with Merck & Co. He expects the agency of an improved European koumyss, and a patented meat preservative that some of his relatives are interested in in Germany.

F. G. Bunnell, druggist, of 49 Catharine street, New York City, has returned to again take active command of his business after a vacation of ten weeks, which he and his family spent at Seabright, N. J. Mr. Bunnell was somewhat run down in health from too close application to business, and has returned very much improved in health.

Charles L. Engle, N. Y. C. P., '95, died at Pueblo, Col., of consumption, on July 9th at the age of 23. While in this city, he was in the employ of T. T. Dall & Co., at Columbus avenue and Seventy-seventh street, and at J. Harton Uhle's pharmacy, at the corner of Amsterdam avenue and 144th street. His home was at Parkersburg, W. Va.

Dr. William E. Jennings, Jr., son of W. E. Jennings, salesman at McKesson & Robbins, has returned from a year's sojourn in Europe. Dr. Jennings spent most of his time abroad in Berlin, where he took an advanced course in medicine. Dr. Jennings is a graduate in pharmacy, having graduated at the New York College in the spring of 1890.

Rudolph Burkhardt, one of the most prominent druggists of Brooklyn, whose place of business is at Broadway and Greene street, and who has been in the country for two weeks at Lake Pleasant, fell and broke three ribs on his left side while alighting from a carriage on his return from a fishing trip. He was removed to his home in Brooklyn the day after the accident.

John W. Ferrier, widely and favorably known for many years as manager of the J. N. Hegeman pharmacy, corner of Broadway and Thirtieth street, where he resigned a short time ago, owing to a change in the ownership and management of the firm, has taken the position as manager of the Long Acre Pharmacy, at the corner of Broadway and Forty-third street, New York City.

Dr. Meinhard Alsberg, senior member of the firm of Alsberg & Pfeiffer, manufacturers of colors, died suddenly on September 8th at his home, 169 East 116th street. He was born in Germany in 1843, came to this country about 1868, and was for a time instructor at Columbia University. He was also connected with the Board of Health early in the seventies. Later he went into business and founded the firm of Sondheim, Alsberg & Co. Dr. Alsberg was a member of the Liederkreis Society, the American Chemical Society and the New York section of the Society of Chemical Industry. He was also a member of the German Chemical Society and a correspondent of numerous other societies and scientific bodies, both in this country and in Europe. He leaves a widow and four children.

#### WULLING—GISSEL.

Prof. Fred J. Wulling, dean of the University of Minnesota College of Pharmacy, formerly of Brooklyn, was married on the 15th inst. to Miss L. T. Gissel, of Brooklyn, at the home of the bride, 235 Broadway, Brooklyn, the Rev. Dr. Huffman, of St. Paul's Lutheran Church, officiating. The house was handsomely decorated, the predominating colors being white and pink. After the ceremony and the congratulations were over a wedding breakfast was served. Professor and Mrs. Wulling will leave Brooklyn on September 15th for Montreal, where they will remain for a while before going to Minneapolis, where they will make their home.

#### Phenacetine Smuggler Caught.

August Liebehauser, a saloonkeeper of 131 Washington street, Hoboken, was arraigned before United States Commissioner Russ in that city on September 13th, on a charge of having smuggled goods in his possession. He was arrested by customs inspectors. In his icebox the inspectors found a box containing more than 400 ounces of phenacetine.

Liebehauser refused to say how the drug came in his possession, and the inspectors did not make public the manner in which they learned he had it. The prisoner was held in \$1,000 bail for further examination.

## WESTERN NEW YORK.

### Buffalo.

BUFFALO, Sept. 25.—The Grand Army encampment was not the end of the good business with druggists. All did well that week, but the trade kept up afterwards. Some say it was the warm weather, and some are inclined to think that the Encampment set business generally on a better footing than it had been before. Certain it is the bank clearings this week astonished everybody by their good showing.

### A Mayoralty Possibility.

The most interesting thing here now is the canvass for Mayor, especially as it includes President Smither, of the State Pharmaceutical Association, as one of the candidates. Mr. Smither has gone into the contest in a remarkably above-board manner. He is not the candidate of any faction or set of men, but is supported by the great body of the people, almost without regard to politics. The ultra-politicians are, of course, against him, and they will beat him in the Republican convention if they can. Should the Democrats follow his possible nomination with Dr. Diehl there would be pharmacy and good material on both sides. But it is to be feared that two such good men cannot be selected.

### New York State Board.

Sixty-five candidates appeared before the Board for examination on September 8d, and of this number twenty-eight were passed, and thirty-seven were rejected. Of the successful candidates twenty-two were licensed as pharmacists and six as assistant pharmacists. The licensed pharmacists are:

Milton W. Rood, Ballston Spa.; George T. Taylor and Charles Paul, Brooklyn; Greene B. Sherman, Chillicothe, Mo.; Edward B. Thornton, Central Valley; Myran E. Tillman, Charles B. Owens, Charles W. Lovell and Charles W. Pettit, Elmira; F. Oscar Peterson, Jamestown; Gregory Pollock, Max Goldbaum, Edward L. Lawrence, Harris M. Richardson, Louis Blum, Isaac Lautz, Joseph E. Johnson and Joseph R. Warsaw, New York; Warden H. Lasher, Oneonta, N. Y.; William H. Schick, Syracuse, N. Y., and William Schmidt, Yonkers, N. Y.; A. Frederick Thorn, Elizabeth, N. J.

The assistant pharmacists are:

George Kantor, New York; Jacob Rosenberg, Brooklyn; Irving L. Gifford, Lockport; Solomon L. Chasins, Brooklyn; Isidor Feldman, New York, and William J. Brady, Lockport.

The next examination by this Board will be held on November 26th, at Albany, before A. B. Huested; at Plattsburg, before J. Clitherow Smith; at Rochester, before C. H. Haskin; at Syracuse, before E. S. Dawson, Jr., and at Yonkers, before F. L. Norton. The next meeting of the Board will be held at Rochester on November 30th. At the annual election of officers, held at Plattsburg on September 7th, Dr. A. B. Huested was elected president, E. S. Dawson, Jr., secretary, and C. H. Haskin, treasurer.

### News Notes.

Practical Pharmacy is in process of illustration in Dr. Gregory's Genesee store. The big window exhibits the process of making tinctures of arnica and aconite and gentian compound.

Edward Volk has moved his drug store from West Utica street to the Parkway and Delaware avenue, which is a very much traveled part of the city.

L. B. Jones, of Herkimer, N. Y., the manager for Prowse & Thomson, is slated for the next postmaster of Herkimer.

The AMERICAN DRUGGIST is always found upon the counter of Dr. G. Rowe, Gloversville, N. Y. Steve Neahr has been promoted to manager and buyer. Steve says keeping "tabs" on some of the traveling men, but trying to spell his name in the morning keeps him guessing.

Chr. Hansen's laboratories in Little Falls has commenced the manufacture of pure extracts of all kinds for household use; also fruit colorings in all the primary colors. They will supply the retail trade, and already see indications of a large business in this line.

Alpheus Reynolds, who has spent so much time in the organization of the Buffalo Drug, Paint and Glass Co., and is the temporary president of it, announces that there is \$400,000 of the capital in sight, and that a complete organization will be effected before winter. It was announced some time ago that a site had been selected near the new post-office, but it is now stated that no location has been decided upon.

Flint & Kent are settled in their new dry-goods store, and have already warmed the hearts of the single-trade people, who were afraid that they were going to sell drugs and druggists' specialties, as the regular department stores do. They, however, announced that though they should add some new departments, they would all be in the line of dry-goods, or, at least, suggested by that trade. It is now proposed by the leaders of the single-trade movement to get out some labels to be left in the store by purchasers whenever they can say with truth that they are patronizing it on principle.

Some Buffalo druggist has been telling a local paper that the city needs a good wholesale establishment that will pay special attention to druggists' sundries. The article even states that there is a move in Cleveland to induce druggists to go there from this city to trade. All this is very comforting to local pride and flattering to the present wholesalers. The fact is, that big houses in more than one leading eastern city looked the situation over thoroughly when Hubbard & Co. closed out, and concluded that the field was pretty well covered without a new store, which meant that it would hardly pay to establish one, so they stayed out.

The Empire State Drug Company has arranged to publish an almanac the coming year, and will issue 200,000 copies. Half the number has already been ordered by stockholders of the company. The plan is not to advertise anything in the issue but the medicines manufactured by the company. This is a specially acceptable feature, as it has often happened that such publications have often advertised goods that were, at least, of no account to the store that sends it out, and sometimes were in actual competition with them. Most of the druggists gave up sending them out long ago, but they see the difference now, and take up the idea cordially. They are convinced that the new almanac will do them some good.

### Oregon Pharmacy Board Meets.

The Oregon State Board of Pharmacy held its annual meeting and election of officers in Portland September 8th, together with the quarterly examination of applicants for registration. The full board was in attendance, as follows: President, A. Yerington, of Eugene; secretary, L. W. Moody, of Portland; George C. Blakesley, of The Dalles; Lee Steiner, of Salem, and John M. A. Laue, of Portland.

The following candidates passed successfully:

Seniors—E. H. Hoyt, Portland; L. G. Holland, Oregon City; W. C. Cable, Portland; Dr. H. B. Clough, Yoncolla; L. A. Wright, Union.

Juniors—A. J. Dayton, San Francisco; T. J. Maupin, Portland; Charles Banfield, Portland; L. H. Merryman, Hillsboro; M. R. Schloth, Portland; W. W. Tait, Shedd.

At the annual election that followed the close of the examination the following officers were elected for the ensuing year: President, L. W. Moody, Portland; secretary, John M. A. Laue, Portland, and treasurer, A. Yerington, Eugene.

## MASSACHUSETTS.

### More Sub-stations in Drug Stores.

BOSTON, Sept. 20.—For a number of years some of the drug stores in this city and vicinity have been used as sub-stations of the postoffice department. The following drug stores have been recently added to the list and will be ready for business next month: William D. Wheeler, 21 Massachusetts avenue; Chas. E. Coombs, 276 Massachusetts avenue; Alfred A. Laing, 269 Pearl street, Cambridge; Ernest C. Marshall, 157 Bunker Hill street; William C. Draper, 474 Main street, and George W. Cobb, 176 Saratoga street.

In addition to these sub-stations, several new postage stamp agencies are to be opened. These are to begin business October 1st, and several, as will be seen by the appended list, are at drug stores: William A. Browne, 872 Tremont street; Lyman W. Griffin, 63 Warren avenue; Moses D. Fisher, 1759 Washington street; F. X. Masse, 254 Walden street, Cambridge; Albert J. Coleman, 507 Washington street; Frank A. Woodbury, 1 Lewis street, and Alfred A. Burnham, Jr., 459 Dudley street. The allowance for these postage stamp agencies is \$24 per annum, and they are required to keep \$25 worth of stamps on hand.

### Mr. Davidson Returns.

Frank A. Davidson, Ph.G., president of the T. Metcalf Co., arrived from Liverpool September 9th. He had been away about two months. He visited England, Belgium, Holland, Germany, France and Switzerland, and reports received from him indicate that he had a glorious summer.

### Boston News Notes.

Z. N. LeClair, Lowell, was recently granted a sixth-class license.

J. A. Sexton, of Springfield, is now with H. S. Adams, of that city.

George F. Wright & Son, Dalton, have been succeeded by Charles H. Cooper.

It is said that "Jack" Carney, of baseball fame, is to enter the M. C. P. this fall.

William A. Chapin, under the U. S. Hotel, is acquiring a coat of tan at the seashore.

S. A. D. Sheppard, did not resume his regular duties until the latter part of last week.

Arthur W. Lang, formerly of Boothby & Lang, Lowell, has assigned to J. H. Harvey.

The W. C. T. U., of Malden, has petitioned the city fathers not to grant any more druggists' licenses.

It is understood that Frederick B. Horne is an applicant for the postmastership at Framingham Centre.

President L. D. Drury, of the M. C. P., recently finished his vacation and is now ready for a campaign of activity.

The insolvency case against Alfred B. Heath, Heath Drug Company, 33 Portland Street, will be given a hearing on December 10th.

John A. Gilman, of Gilman Bros., has recently returned to his desk from Falmouth, where he went for his annual vacation.

George L. Robbins, of W. B. Hunt & Co., 707 Washington street, has been away from the store for several days on account of illness.

It is rumored that Joseph A. Parker, son of Joseph L. Parker, Fremont and Eliot streets, is to engage in the manufacture of toilet articles.

R. K. Gordon, formerly corner of Eustis and Dearborn streets, has recently moved into a larger store on Dudley street, corner of Green-ville.

Denis Ferguson has moved into a new store at the corner of Dorchester and Eighth streets. Mr. Ferguson's old store was on the opposite corner.

At the last meeting of the M. C. P. Club, the names of Ernest C. Marshall and William F. Sawyer were placed on the list of honorary members.

Charles F. Reading, of Brockton, has purchased the branch store formerly run by Daniel J. Kiley, corner of Dorchester avenue and Mt. Vernon street.

L. A. Brown, who for many years represented J. A. & W. Bird on the road in Boston and vicinity, is now acting in a like capacity for the E. & F. King Co., India street.

M. J. Bowler, who has charge of the manufacturing and retail theatrical trade of the W. B. Hunt & Co., has recently returned from Hopkinton, where he spent his vacation with his family.

President Ingraham, of the Boston Druggists' Association, spent his summer at his New Hampshire farm, as usual, but found time to come to Boston several times during the season.

President Davidson, of the T. Metcalf Co., returned a week ago from his foreign trip. He had many pleasant experiences during his absence, and stored up a large supply of energy for business purposes this winter.

C. A. Siegemund, of Boston, and Kelly & Callahan, of Woburn, have recently placed orders with James W. Tufts for the most expensive pattern of Japanese bronze bat soda fountain which it is possible to obtain.

The month of August is the time of year always selected by W. B. Hunt, Washington and Eliot streets, for his annual vacation. He continued the custom this year and went, as usual, to Hopkinton, N. H. He is now in this city again, feeling well refreshed by his summer outing.

F. N. Fish, Ph.G., head clerk for L. D. Drury, of Roxbury, was quietly married on August 17th to Miss Lessee, of Amherst. The honeymoon was spent at Sunapee, N. H. Mr. Fish is receiving congratulations from his many friends.

West & Jenney, corner of Broad and Franklin streets, are at present remodeling their store on an extensive scale. Upon completion of the alterations the firm will have more convenient and lighter quarters for the carrying on of its business.

E. H. Dexter & Co. have purchased the stock and fixtures of David Hefferman, Cambridgeport. This store has been closed for some time, but is now open for business. Albert Boothby, formerly of Boothby & Lang, Lowell, is associated with Mr. Dexter.

The firm of J. A. & W. Bird & Co. has notified the police that it would give a reward of \$200 for the arrest of seventeen-year-old Curtis A. Parsons, who disappeared a few weeks ago with \$781 of the firm's money. So far, no trace of the young man has been found.

Amos K. Tilden has been in poor health as the result of a cold contracted at the picnic given by Minnesota pharmacists at Lake Minnetonka. His friends will be pleased to know that his condition shows some improvement, and that he is now able to be at the store a portion of each day.

The Frost Remedy Co., of Wakefield, was recently incorporated. Its officers are as follows: President, Edwin J. Smith; treasurer, Robert Gowdy; directors, W. G. Cromwell, J. N. Lewis and J. M. Sauter. The capital is \$5,000, and the object is the manufacture and sale of Dr. Frost's medicines.

The resignation of E. T. Bowers, Ph. G., as assistant in materia medica and pharmacognosy, has been accepted by the trustees of the M. C. P., and Howard H. Smith of the Class of '96, has been elected to fill the vacancy. Mr. Smith is now a second year student in the Harvard Medical School.

Albert H. Langill & Co., of 783 Dudley street, Dorchester district, have sold the fixtures, stock and good will to the Page Drug Co., 784 Dudley street. The Langill store has been closed, and R. L. Luscomb, formerly associated with Mr. Langill, may now be found at the store of the Page Drug Co.

The officers of the A. A., M. C. P., are engaged in revising the by-laws and constitution of that organization, and it is understood that President Decker will call a meeting early in the fall for a consideration of these changes. The final result will probably be printed and issued to the members in pamphlet form.

One of the handsomest drug stores in the Dorchester district is that recently opened by the Page Drug Co., 784 Dudley street. The fixtures were supplied by C. H. Bangs, the fountain by the Low Art Tile Co., and the show-cases by C. J. Raymond & Co. The store is in charge of Linwood Perkins, with William Palecek as assistant.

C. H. Hall, of Hall & Lyon, Waltham and Providence, R. I., has recently finished a pleasure trip abroad. Since leaving Boston, Mr. Hall has visited points of interest in Ireland, Scotland, Belgium, England, France, Switzerland and on the return trip saw the sights at Quebec and Montreal. His appearance indicates that he enjoyed the trip thoroughly.

Ruder and Dunn, formerly with L. S. Davis, Northampton, have purchased the stock and fixtures of the Centre Street pharmacy, Brockton, and have moved the same to Northampton. Both of these young men are very popular in the city where they have commenced their business career, and their friends are predicting a successful outcome of this venture.

The executors of the late Henry L. Pierce have sold the stock of Walter Baker & Company, Limited, the great chocolate manufacturers, to a number of Boston gentlemen. Many of the principal employees of the business are among the purchasers, and it is understood that the stock is taken as an investment, and that no change will be made in the manner of conducting the business or in the personnel of its management. This ensures the maintenance of the high standard of purity and excellence which Walter Baker & Co.'s cocoas and chocolates have always held in this country. Mr. J. Malcolm Forbes, of Milton, has recently been chosen a director to represent the new stockholders.

#### New England News.

The old firm of Merriman Brothers, which was established in Bristol, Conn., by George Merriman, Sr., in 1826, is now being conducted by Frederick C. Norton, formerly of Guilford, Conn. Messrs. Merriman Brothers are the oldest and most widely known pharmacists in Bristol, and their business is an extensive one. Mr. Norton took charge of the store on July 1st. He was a clerk in Guilford for eight years, and stood the highest in a class of ten when passing the State examination four years ago. Mr. Norton is a young man of more than ordinary ability, and will make a success of the business while it is under his management.

Thomas A. Hurlbert, of the firm of Hurlbert Bros., Portland, Me., was drowned near Peak's Island on September 8th. Mr. Hurlbert was one of a party of five who were returning to the city on a yacht. He was sitting on the bowsprit, and fell overboard unobserved by the others.

Bixby & Buck, Skowhegan, Me., offer 20 per cent in compromise.

E. R. Campbell, Lisbon Falls, Me., died recently at his home in that town. Deceased was 42 years old. He was born in Belfast, and some years ago was employed in Gardiner, at the store of C. A. & J. D. White. Later he engaged in business at Lisbon Falls. A widow and two children survive him.

Providence, R. I., is to have another elegant store, and it is to be opened by Mark S. Nichols at the corner of Weybossett and Dorrance streets. Mr. Nichols has just contracted with James W. Tufts for a seven-foot onyx fountain and an elegant bronze hot soda fountain of Japanese pattern.

#### Commissioner of Pharmacy.

The resignation of R. L. Lynch as Commissioner of Pharmacy for the District of Columbia has been accepted by the Commissioners and Henry A. Johnson has been appointed to fill the vacancy.

Mr. Johnson was born in Washington, November 10, 1854. He was educated at the public schools and Gonzaga College, and since 1868 he has been continuously engaged in the drug business. He is a prominent member of the National College of Pharmacy, American Pharmaceutical Association and vice-president of the District of Columbia Pharmaceutical Association.

## PENNSYLVANIA.

### College Matters of Interest.

PHILADELPHIA, Sept. 20.—The semi-annual election for one trustee to fill the vacancy caused by the death of Professor Bastin, will be held by the Philadelphia College of Pharmacy on September 27th. C. Carroll Meyer is prominently mentioned, and it is the belief that he will be elected. Mr. Meyer has been in touch with the administration of the college for a number of years.

The Philadelphia College of Pharmacy will be opened on October 1st, and it is thought the classes will be larger than they were last year. Great preparations are being made for the new term, and many improvements are being added to this well-equipped institution. Professor Trimble's laboratory is being renovated, and when the painters and carpenters are through it will look like a new room. Beside this seven new analytical balances are being made by Troemner.

Professor Kraemer, who has been at Asheville, N. C., has returned, and Professor Remington is expected back in time for the opening. Professor Trimble has been at work all summer, and the recreation he took was a few miles' run on his bicycle each day. The delegates to the A. P. A. meeting have returned.

### Philadelphia Notes.

Albert Hart, the sponge-buyer of Smith, Kline & French Co., who has been ill for the past six weeks with typhoid fever, is now able to be at his desk once more.

Robert McNeil, of Howard and York streets, in company with George W. Burk, recently drove from Stroudsburg to this city. They thoroughly enjoyed the trip.

The Shenandoah Pharmaceutical Association held a monthly meeting and annual election of officers with the following result: President, P. P. D. Kirilin; Vice-President, Charles Povinski; Treasurer, Martin Gruhler; Secretary, Harry Wasley; Executive Committee, Harry Wasley, C. H. Hagenbuch and Paul W. Hauck.

A. G. Burk, who for some time has represented a well-known perfumery house, with Philadelphia and near-by cities as his territory, has cast his fortunes with the Upjohn Pill Co. He will represent the firm in this city, and, as his acquaintance in the drug trade is large, and he is popular with all, ladies and gentlemen alike, there is no doubt but that he will be successful in his new undertaking.

### MISTAKEN FOR CUBAN FILIBUSTERS.

F. W. E. Stedem, of Broad and Fairmount avenues, L. S. A. Stedem, Eleventh and Master streets, and Dr. Stedem, of Newark, O., recently made a trip to Ocean City which they will not forget for some time. These three brothers are pronounced brunettes—so much so that at a glance they would easily be mistaken for Cubans. It appears that the Spanish government had information that there was some filibustering going on at this seaside resort and had officers watching all those who came to the place. As soon as this trio arrived they were in a great hurry to go out sailing, especially the doctor, who has not seen the ocean for a number of years. Their haste caused suspicion, and the officials, who were watching suspicious people, were soon on their tracks, and no matter where they went they were followed. This was kept up for some time, and there is no doubt it would have led to some difficulty if the situation had not been explained to the officials and the matter cleared up.

R. Willard, a well-known druggist of Hadonfield, N. J., is not the lover of femininity that he was a few weeks ago, and when he transacts business with them now they secure no favors from him. It appears that a well-dressed, refined-looking and handsome young woman, who is doing business for an artist, alighted in that town a few weeks ago, and almost the first thing she did was to go to Mr.

Willard's store and purchase a number of trifles, her bill amounting to 75 cents. She then looked in her pocketbook for the change, and then remarked, "How provoking; I have only a \$20 bill." Mr. Willard said he could change it, which he proceeded to do, and gave the fair purchaser \$19.25 in change. The woman departed with a smile that went to the druggist's heart. But since then the joy has been turned to hatred, for when he deposited the bill which he took for \$20, he found that it was a \$2 one, dexterously raised to \$20 by pasting slips of fine transparent paper containing the large figures over the smaller one. This has been done in thirty-seven different places on the note. Mr. Willard is out \$18, and he sees no way of squaring himself.

On September 10th John D. Anderson, a clerk in the drug store at the northwest corner of Second and Jefferson streets, was committed to prison in default of \$800 bail, charged with administering "knockout drops" to Annie McGrath, a young woman who lives at 1438 American street. He was arrested on a warrant sworn out by Miss McGrath. It appears, according to the testimony, that on the previous Monday, about noon, Miss McGrath was taken from the drug store by a policeman on the complaint of clerk Anderson that she was drunk. The young woman was taken to the Tenth District station house and kept there until night, when she was discharged. Then she swore out a warrant for the arrest of Anderson. At the hearing the young woman said she had gone into the store to get some refreshing drink as she did not feel well. She said she had known Anderson for some time, and was a regular patron of the store. Anderson gave her something to drink, and, she claims, put "knockout drops" in the glass. She sank unconscious, and, she claims, knew nothing more until she woke up in the station house. Anderson strenuously denied the story, and said Miss McGrath was drunk when she entered the store. He gave the young woman something to drink at her request and she fell asleep in the store. Then he called a policeman. The clerk bears a good reputation.

### Philadelphia College Notes.

The Philadelphia College of Pharmacy officers are now getting ready for the opening, which occurs October 1st. The present outlook is very encouraging, and while they cannot state how large the class will be, it is thought it will be greater than that of last year. Most of the professors are still away, but they will be back in time to take full charge of their classes.

T. Wiegand, actuary of the college, was run into by a bicycle rider a few days ago and suffered a severe shaking up. "Uncle Tommy" has a very poor opinion of bicycle riders, and he threatens to have one himself, so that he can get even with those who frightened him while crossing the street.

### Atlantic City Pharmacies.

Atlantic City's normal population of about 20,000 fluctuates during the summer months, and the number increases over 100,000. Notwithstanding the limited number who live here permanently, the city is well equipped with drug stores, and some of the finest in South Jersey can be found there. They are all equipped with the latest improvements in fixtures and other appointments which tender to make a drug store beautiful. Among the leading pharmacists are Wm. Wright, who has an extensive store on the board walk and on Atlantic and Virginia avenues; A. D. Cuskaden has a fine store at Atlantic and Kentucky avenues, and C. H. Harris does a great business in his store, Kentucky avenue and Beach. K. H. Deakne has one of the finest stores in the city located at Pacific and Kentucky avenues. Galbraith Pharmacy, at Pacific and New York avenues, is also a feature as well as having a large prescription trade. Willard Wright estate store, Atlantic avenue, is well patronized, while Harry B. Leeds' store, on Atlantic avenue, above South Carolina, is filled with all the latest sundries, as well as all kinds of medicines. There are other stores here nearly as large, but the above are the principle ones at this popular summer resort.

## OHIO.

## All Quiet in the Commissioner's Office.

CINCINNATI, Ohio, September 20.—On account of the approaching election the officers of the Southern branch of the Ohio Dairy and Food Commission are remaining inactive. At least nothing is being done in the way of uncovering adulterations, and it is said that very little will be attempted in that line until after the smoke of battle has cleared away in November. The trouble between State Commissioner Blackburn and Crooks & Co. over alleged adulterated sugar is not yet ended, and speculation is ripe as to what will be the outcome of the extended controversy. Blackburn recently declared that he would leave nothing undone to drive all sugars out of the Ohio market containing the least bit of ultramarine blue. If he intends to inaugurate such a crusade he is showing no evidence of it at present.

A recent dispatch to the *Enquirer* from Washington was as follows: "The arrest of three grocers in Columbus, Ohio, charged with selling adulterated Dutch sugar promises to give rise to a bitter contest between the American sugar refiners and the importers of Dutch sugar. Through the agency of the State Department, at the urgent solicitation of the Netherlands Government, samples of that sugar have reached Washington for analysis, and are now in the hands of Treasury officials. One sample has been sent to the chemist attached to the Appraiser's office in New York, and the other is being analyzed by the chemist of the Agricultural Department. If these sugars prove to have been adulterated, as is claimed by the Ohio State officials, the Secretary of Agriculture will have power to take steps looking to the destruction of the product under authority of a section which gives him authority to destroy all products known to contain matter injurious to the public health."

## Heard on the Street.

The Cincinnati College of Pharmacy is prospering.

Soda water business continues to be good on account of the hot spell.

Caroline Laycamp, mother of Druggist Laycamp, at Seventh and Linn streets, died suddenly last Wednesday.

William Willeke, the well-known Walnut Hills druggist, has returned from his annual vacation. He looks brown as a berry.

John Messemmer, the well-known prescriptionist, has become a scorcher. He makes long trips, and is usually accompanied by a lady.

Joseph H. Brede, of Middletown, Ohio, was in the city yesterday buying goods for a new drug store, that he will soon open in the Gunkel Block.

Arthur A. Wagner, the popular clerk at W. H. Adderly's pharmacy, has been shunning his old classmates of late, and his leisure time is devoted to the ladies.

George Budde, the clever salesman in charge of the sundry department for the Stein, Vogeler Drug Co., made a business trip up the C., H. & D. Railroad last week.

Louis Klayer, the clever pharmacist, at Ninth and Elm streets, has given his cory drug store its fall house-cleaning. He reports business as constantly improving.

The drug clerks of Cincinnati will organize an association for the mutual protection of their members. Some of the best-known young clerks in the city are at the head of the movement.

Mrs. Emma Gradel, wife of Harry Gradel, the well-known pharmacist, has purchased the Culom drug store at Home City. Mr. Gradel, who recently assigned in the city, will run the store.

A movement has been started by local physicians to cause the arrest of Cincinnati druggists for counter-prescribing. It is said that some veteran "pill-rollers" will soon be placed under arrest.

M. F. Keeshan has removed his drug store from Fifth and Sycamore streets to Woodburn avenue, Walnut Hills. Mike is stuck on the hill, as he was for years at Gilbert avenue and Nassau.

W. F. Grigsby, of Ravenwood, W. Va., was in town last week buying fixtures and drugs for a new pharmacy, which he is soon to open in that thriving village. He expects to open a fine place.

H. Luebkert has moved his pharmacy from Clark and Freeman to Gest and Freeman. H. W. Stegemiller immediately moved his pharmacy from John and Liberty to Luebkert's old stand.

Druggist Fred Schanzle, Jr., the well-known young pharmacist, has been appointed postmaster at Elmwood place. Frederick is a hustler and deserves the patronage of the people in that village.

It is claimed that Dr. J. W. Prendergast, the fugitive health officer of this city, is living quietly in New York City. At least, he was seen there on a Broadway car only a few days ago by a gentleman who knows him well.

Harry Streithorst, the clever young pharmacist, who has just opened an elegant pharmacy at Sixth and Smith streets, is doing an excellent business. Harry is a popular young man, and will no doubt make his mark in the business world.

W. F. Schrage, one of the hustling representatives of the John D. Park & Sons Co., is spending a vacation with relatives and friends in the southern portion of Indiana. Billy has not taken an outing for some time, and he was more or less shop-worn.

N. Ashley Lloyd, of the wholesale drug firm of Lloyd Brothers and treasurer of the Cincinnati League Baseball Club, has returned to the city with his family from an extended summer vacation spent on the eastern sea coast. He looks brown as the proverbial berry.

George Budde, the clever manager of Stein, Vogeler & Co.'s sundry department, recently spent two weeks with his wife at Atlantic City and other eastern resorts. George and his better half have returned to the city much benefitted by the well-earned vacation.

Cora Dow has issued invitations for a grand opening of her pretty pharmacy at Seventh and Race streets for the 20th and 21st inst. The beautiful pharmacy will be decorated with flowers and plants, and the occasion will doubtless be one long to be remembered.

The Piso Company, of Warren, Pa., sued in the Superior Court last Thursday to enjoin several Cincinnati men from placing on the market a preparation similar to a medicine for consumption manufactured by the plaintiff. Complaint is made that the local men called themselves the Piso Company, and their goods are placed in bottles and packages similar to those used by the Piso Company. The defendants are W. L. Voight, John Keim, C. F. Stager, George W. Sommer and Duncan Thompson. Harmon, Colston Goldsmith and Hoadley filed the petition.

Druggist Wilmot J. Hall and others who applied for a receiver for the Mott Oil and Gas Company have been offered \$50,000 of the stock in payment of the pending litigation. If accepted, the dividends to date would recompense Hall, et al., for their investment in full. The above-named company has an oil well at Findlay, Ohio, and the yield of gas and oil from it is said to be very large. Dr. Irvine K. Mott, of this city, is a large stockholder. Ambro Park, of John D. Park & Sons Co., is also interested in the corporation.

This city is all stirred up over the yellow fever scourge in the South. The health department Thursday morning received a telegram stating that there was a rumor that the dread disease had reached Louisville. Dr. Withrow, the health officer, immediately established a local quarantine for trains coming in from the Falls City. A river quarantine under Dr. Frank Kugler was also established, and all boats plying the southern trade will be subject to the

same inspection as trains. The scourge is causing all kinds of talk in medical circles, as it is feared that it will reach Cincinnati. Dr. Withrow has summoned all the district physicians to assist him in arresting the disease before it reaches this city.

## Cleveland.

CLEVELAND, O., Sept. 20.—Trade among the pharmacists in this vicinity has taken a wonderful spurt in the last few weeks, and it is a long time since sales were effected as readily as they are at the present time. This seems to be the universal verdict among the druggists of Cleveland. In addition to this, many of them claim that they are also getting better prices for their goods.

## News Notes from Cleveland.

Many druggists claim that July and August are too hot or too cold, and that the best months for soda water business are June and September.

Some drug stores now close from 10 a. m. to 12 noon, and 1 to 5 p. m. on Sundays and report no loss of trade; in fact, a gain from church members.

John Buescher, the popular South Side pharmacist, was married last week to Miss Muhlhäuser; the affair was quite an important social function.

Business was reported very dull the past two weeks, notwithstanding the opening of enough iron works to practically employ all who wanted work; say, about eight thousand men.

Mr. Herbst, the genial food inspector, is examining the products of various manufacturing houses at present, especially tablets and fluid extracts; the rule has been established that all products enumerated in the U. S. P. '90 must conform to the requirements of this authority and "improved" processes are not recognized.

A movement which is attracting a great deal of attention here at present is the attempt to refuse to sell or stock proprietary articles sold below or near cost. Many believe that a united effort of this sort would compel the particular owner of such an article to devise some method which would not only restrict the sale of the preparations to drug stores, but likewise enable a reasonable and just profit to be realized. The project seems feasible.

Nelson Cannon, city salesman for Benton, Myers & Co., has been on the sick list for the past few weeks. A large tumor on the side of his face is the apparent cause of Mr. Cannon's illness.

The employees of Benton, Myers & Co. are anxiously awaiting an event of great concern to them. It is the marriage of Mr. Louis Myers to one of the most popular belles of Cleveland, Miss Irene Arter, the daughter of Mr. F. A. Arter. Rumors of the wedding have been in the wind for some time, and the event is scheduled to take place at almost any moment.

Ed Strong, of the Strong-Cobb Co., is enjoying an outing and cruise near Long Island.

No new developments have taken place in the case of J. W. Cassell, the Central avenue druggist, who was arrested on a serious charge about two weeks ago. Up to this time Mr. Cassell was a respected resident of this city and was well thought of. He was arrested, however, and charged with having kept a fence for thieves, and of being leader of a gang of thieves. He received a hearing, but nothing definite was brought out at the time. His case was finally continued, and will be heard in the near future.

Daniel Myers, of Benton, Myers & Co., is at present in Europe enjoying a much-needed rest. Horace Benton, of the same firm, has recently returned from Bay View, Mich., where with his family he spent the summer months.

L. B. Hall, of Benton, Myers & Co., recently returned from an eastern trip.

Sherman Skinner, of Benton, Myers & Co., has returned from a rural trip through Ohio.

Chemist Hannan, of the Strong-Cobb Co., has returned from Princeton, N. J., where he had been visiting ex-President Cleveland. The ex-President was an old friend of Mr. Hannan.



## DETROIT AS A DRUG CENTRE.

**Its Pre-eminence as a Manufacturing City—Home of Parke, Davis & Co., Frederick Stearns & Co. and Numerous Jobbing Houses—Trade in a Healthy Condition.**

DETROIT, MICH., Sept. 20.—Detroit has a reputation all over the world for the manufacture of stoves, tobacco and drugs—the last named especially so. There are three branches which are kindred to the drug business, and all are well represented here. They are drugs and chemicals, including medicine and capsules, the manufacture of paints and varnishes and the jobbing trade in drugs and oils. In the making of non-proprietary medicines and other pharmaceutical preparations, Frederick Stearns & Co. and Parke, Davis & Co. rank among the largest establishments in the world. Almost every country on the globe contributes material that enters into their samples and compounds, and their territory is extended to the utmost corners of the earth. Charles Wright & Co. also have a line of specialties with a world-wide market. There are numerous manufacturers of druggists' sundries and perfumeries. Together this branch employs thousands of men, and the value of the finished products is millions of dollars. Aside from the three mentioned above, the Merz Capsule Co., United States Capsule Co., Warren Capsule Co., F. A. Huebel capsules, together with about fifty manufacturers of medicine, mostly on a small scale, eight manufacturers of perfumes, seventeen of flavoring extracts and a few other specialties, make up a vast industry.

### The Jobbing Trade.

In the drug jobbing trade, Detroit has long had a high standing. As long ago as 1857 the following well-known names were numbered in its ranks: H. & L. Simoneau, Farrand & Wheaton, Otto Leuschner, Oakley & Craw, T. & J. Hinchman and Alanson Sheley. The Hinchman and Farrand families have been in the business ever since. The three largest houses in the city now are: T. H. Hinchman & Sons, Williams, Davis, Brooks & Co. and Farrand, Williams & Clark.

Detroit leads all other cities of its size in the manufacture of paints. Yet the immense paint business which aids in giving Detroit its pre-eminence as a manufacturing city, represents a growth of about twenty years. The Detroit White Lead Works, Berry Bros., the Acme White Lead and Color Works, Boydell Bros., the Peninsula White Lead and Color Works, the Ideal Paint Co., the McNamara Co. and Kaighen & Price are the principal manufacturers. The aggregate value of the finished products turned out per annum is estimated at \$5,000,000. The market for ready-mixed paints is world-wide. All the above have been established since 1875.

The representative of the AMERICAN DRUGGIST visited a number of the jobbers and manufacturers this week, and found them all busy as bees. Parke, Davis & Co. are working three nights a week in some departments, and a great corps of clerks under the general supervision of John C. Spratt are kept constantly employed. The great plant looks cumbersome, but the details have been ar-

ranged with such a nicety that the machinery moves with perfect ease and without the slightest friction.

### Sundries Will Be in Demand.

Among the jobbing houses, prospects for an improvement are bright, and, in fact, it is already manifest. Country dealers are in excellent condition as far as stocks are concerned. They have been reduced to a minimum during the last few years, not so much in the line of pure drugs as in sundries. Now there is a decided tendency to replenish. There have been no failures in the retail drug trade in Michigan during the last four years worth mentioning, and the trade may be considered in a healthy condition.

### The Michigan Board.

The Michigan Board of Pharmacy held a special meeting at Sault Ste. Marie August 24th and 25th. Nineteen candidates appeared for registered pharmacists' certificates, of which eight passed a successful examination. One applied for assistant registered pharmacist's certificate. The successful candidates were: A. J. Bellaire, Gladstone; Lewis H. Cooper, Fowlerville; William J. Dahlke, St. Joseph; John W. Lutes, Richmond; William A. Reid, Sault Ste. Marie; Carl V. Richardson, Carson City; Raymond C. Smith, Homer; Otto Swanton, Edenville. Assistant, Arthur G. Bailey, Sault Ste. Marie.

The next meeting will be held at Lansing, November 2d and 8d. Secretary, Geo. Gundrum, Ionia, Mich.

### Detroit Doings.

Victor Luasier, of Nassau, N. H., took his family to Island Pond, Hampstead, N. H., for his annual outing.

Major M. M. Folsom, Oldtown, Me., recently dislocated his shoulder. He had the sympathy of his friends and fellow-townsmen in his misfortune, to whom it is gratifying to know of his improved condition. Major Folsom served in the regular army, and was in charge of the State troops, stationed at Augusta back in the late 70's, when the excitement attending a close election created a feeling that an attempt would be made to seize the Capitol by the party not then in control.

## ILLINOIS.

### Drug Clerks' Exchange Proposed.

#### Wave of Prosperity Slow in Reaching Drug Trade.

CHICAGO, Sept. 17.—A novel plan has been suggested by a representative of a wholesale house who has put in a great deal of time lately finding clerks for druggists and in securing positions for those qualified to act as assistants. The plan is the establishment of a species of employment bureau, where the druggists can record their needs and where clerks can find names of those who are looking for assistants. The plan it is thought might be made feasible, and if accomplished, would save much time and bother for the wholesalers. Many of the wholesale houses now keep a list of clerks who are anxious to secure situations, and when an inquiry comes in from a druggist, he is furnished with a list of applicants from which he can make selection. The clerk usually forgets to notify the wholesale house if he accepts the offer and it becomes a difficult matter to keep the list correct. It is suggested that the bureau might also act as agent for the sale and purchase of drug stores.

### Lost: A Wave.

Retail druggists of Chicago complain that the wave of prosperity is taking a long time in reaching them. Department stores, in the meantime, are branching out, putting up new buildings, adding to their stocks and showing every indication of enterprise. The wholesalers appear to be reasonably content with their trade, and report that business is on the whole better than it was one year ago. The principal improvement, however, is in the country. A number of large orders have been filled lately.

### Still More Druggists.

The Illinois State Board of Pharmacy is now in session here, and the examiners have their hands full, as there are 180 applicants who are anxious to be registered.

### Illinois Board Criticized.

The report of the State Board of Pharmacy of Illinois, lately issued, has provoked considerable comment among druggists. The criticism is directed at the salary accounts, the expense accounts and the manner of auditing such items. In the columns for 1895 appear these items:

_____ salary, \$885;	_____ expenses, \$297.50.
_____ " 885;	_____ " 392.15.
_____ " 240;	_____ " 227.40.
_____ " 290;	_____ " 180.90.
_____ " 255;	_____ " 206.35.

The members of the board are supposed to meet every two months for a three days' session—eighteen days, at \$5 a day, or \$90 a year—whereas in the foregoing list these items run from \$240 to \$885. The expense accounts look large to the druggists. But the feature which has probably caused the most comment is that the members of the board do their own auditing on all these accounts. No one accuses the members of the board with intentional misdoing, as it is believed that all are making earnest efforts to perform their duties in a satisfactory manner, and they have won the esteem of the druggists of the State, but nevertheless they are thought to be acting in a manner not entirely businesslike. It is probable that they have accepted the time-honored customs of their predecessors as correct, without giving a thought to the change in conditions in the State that has taken place since these customs originated. Present conditions certainly require up-to-date methods, and the man who is blind to this fact is liable not only to be misunderstood, but to be given a rude awakening. The agitation has been started, and there have been several informal conferences among men who are leaders in the retail drug trade of Chicago. There has been so much talk among the druggists that the matter will probably be introduced at the next meeting of the association and suggestions of reform made. The annual dues paid by druggists have been increased from \$1 a year to \$1.50, in order that the board may be maintained. The members of the board instead of accomplishing their work in eighteen days, the allotted time, put in from 48 to 67 days each in one year. It may be that the work has increased so that more time is required for its performance; if so, say the druggists, the system should be changed so as to free the members of the board from the possibility of blame. Druggists' clerks and apprentices, as well as proprietors, have to support the board, and hence believe that they have a right to be in-

formed concerning the manner in which these accounts are made up. In the report the amount is given merely in the lump sum. There are some business houses which permit their employees to thus bunch their expenses, but they are not many. Itemizing these accounts is businesslike, and the druggists believe that if the attention of the board is called to the matter the members will be glad of an opportunity to demonstrate that they have acted in a conscientious manner.

#### The State Association.

A meeting of the Executive Committee of the Illinois Pharmaceutical Association was held in the club room at the Sherman House, August 21st, with President Paul G. Schub, of Cairo, in the chair. The following members were in attendance: P. J. Behrens, F. M. Schmidt, O. F. Fisher, Andrew Scherer, O. F. Schmidt and J. F. Wells, of Chicago; Secretary Frank Fleury, of Springfield; George C. Bartels, of Camp Point; L. C. Deck, Girard. The time of the meeting was occupied by the appointment of sub-committees and routine business. Authority was given the secretary to publish the proceedings for 1897. George F. Barth and George E. Allen, of Alton, were appointed local secretaries. President Schub, P. J. Behrens, J. H. Wells and A. Scherer, of Chicago; J. J. Schubert, of Kankakee, and H. M. Erlecker were appointed a council of administration for the Executive Committees.

Nominations as follows were made for members of the State Board of Pharmacy to be appointed by the Governor. Of these, three will be elected and their names sent to the Governor for confirmation:

At large—Andrew Scherer, Thomas V. Wooten, M. E. Travis, of Chicago. For districts—First, William Bodemann, Chicago; Second, John D. Suydam, Oak Park; Third, N. Gray Bartlett, Chicago; Fourth, John I. Straw, Chicago; Fifth, W. J. Juncney, Chicago; Sixth, L. Lehmann, Chicago; Eighth, William Hart, Elgin; Eleventh, C. H. Barr, Dwight; Fourteenth, William Meade, Chillicothe; Fifteenth, William Frisbee, Bushnell; Sixteenth, W. H. Garrison, Pearl; Eighteenth, C. W. Watson, Greenville.

For member of the University Advisory Board.—At large—Thomas Knobel, East St. Louis; C. A. Prickett, Centralia; P. J. Behrens, Chicago. For districts—First, Charles Allen, Chicago; Second, J. P. Gorner, Austin; Third, Emil Zahn, Chicago; Fourth, J. C. Borchardt, Chicago; Fifth, W. G. Morris, Chicago; Sixth, John S. Hoettinger, Chicago; Seventh, William A. Dyche, Evanston; Eighth, M. W. Merry, Hebron; Eleventh, Oakley Griggs, Streator; Thirteenth, E. M. Knowlton, Urbana; Fifteenth, L. M. Schmidt, Quincy; Sixteenth, W. O. Steinmeyer, Carlinville; Eighteenth, E. Marsh, Alton. The following were elected to membership: Joseph E. State, East St. Louis; Paul R. Fritsch, Peoria; W. H. McClain, Onarga; Grant McFeason, Kewanee; J. C. Steinzel, Freeport; Elnathan Town, Carlin; Albert A. Taufel, Chicago.

The date of the next annual meeting, to be held at Clifton Terrace, was fixed at June 6th, 7th and 8th.

#### Chicago Notes.

Pierce & Coddington, Princeton, Ill., have been succeeded by Mrs. M. A. Coddington.

George Pawley, of Forest, Ill., has disposed of his business to Pawley & Bozell.

W. H. Powers' store, at Seventy-fourth street and Kenwood avenue, Chicago, has been closed.

H. H. George has been succeeded in his West Harrison street store by A. H. George.

H. Shapiro, formerly of North Halsted street, has moved to Thirteenth place and Jefferson street.

J. H. Murphy & Co. have moved their store from Chicago avenue to the corner of Clark and Huron streets.

Charles F. Pfander, of Ackley, Ia., recently passed through Chicago with his wife on a return trip from Europe.

The majority of the Eastern druggists who took the Yellowstone trip, after the Minnetonka convention, passed through Chicago on their way home, Saturday and Sunday, September 10th and 11th.

Dr. Edwin Kline, whose store at Grossdale was recently burned out, has purchased a new stock of Morrison, Plummer & Co. The same firm has also supplied Axel Heiberg, of Newark, Ill., with an entire outfit.

L. K. Waldron, who has had a store under the Briggs House, Chicago, for years, has reached home, after an enjoyable hunting trip through Minnesota and Canada. Mr. Waldron shouldered a gun and started out behind the dogs after being in attendance at Minnetonka.

#### PETER VAN SCHAACK SUED FOR DAMAGES.

Peter Van Schaack, the senior partner of the wholesale drug firm, Peter Van Schaack & Sons, Chicago, is the defendant in a suit brought in the Kings County (New York) Supreme Court for the alienation of a husband's affections. Mrs. John C. Van Schaack, daughter-in-law of the defendant, is the plaintiff. She makes a claim for \$80,000 damages.

The separation of the Van Schaacks, which the wife alleges was due to the influence her father-in-law brought to bear on her husband, took place last March. Then the elder Van Schaack visited them in Brooklyn, and, after a short stay, returned to Chicago, taking his son with him, without giving the wife any notice, according to Mrs. Van Schaack. He did not return, and Mrs. Van Schaack charges that he is kept from her by her father-in-law.

## MISSOURI.

#### A Liberal Firm.

ST. LOUIS, Sept. 18.—The Mutual Aid Association of the Meyer Bros. Drug Co. is giving a picnic this afternoon at Roth's Grove. They have quite an elaborate programme arranged. It includes various athletic contests for both ladies and gentlemen, with elegant prizes for the winners. At 6 o'clock a grand supper will be served, and dancing will be the order for the evening. Only employees of the Meyer Bros. Drug Co. are admitted to the grove and for them, everything is free. It is the first of the kind given by a wholesale drug house, but is not likely to be the last.

#### East St. Louis Cocaine Ordinance.

Our sister city over the river has legislated against the sale of cocaine until it is a misdemeanor, punishable by a heavy fine and imprisonment, to sell this drug in other ways than upon a prescription; and the prescription cannot be refilled. The law is being enforced, and the consequence is the sale of cocaine in St. Louis has been given a sudden boom. They come over here and buy it. The Board of Health of this city hopes to soon have a similar law in effect, and then, and not until then, will the rampant spread of this habit be checked in this city.

#### Organizing a Druggists' Bowling League.

There will be a hot time among the bowling druggists of this city as soon as cool weather sets in unless some very big and well-laid plans fall through. The ball was started to rolling last spring, and just enough matches pulled off to arouse the enthusiasm of every druggist who ever sent a ball down the alley. The plan is to have a league of at least five teams. At least two of these will be composed of employees of wholesale drug houses; and the other teams will represent proprietors and clerks of retail stores. H. H. Stuesel, 2401 South Broadway, E. H. Voepel, 1723 South Broadway, and Wm. H. Kahre, Thirteenth street and Geyer ave-

nue, have the matter in charge for the retail druggists. Arthur Wey and Chas. Borgman, of the Meyer Bros. Drug Co., and Adolph Bousch and Chas. Brinkman, of the Moffit-West Drug Co., are organizing the wholesale teams.

#### City Items.

Frank Reber has removed his drug store from 6602 Michigan avenue to the corner of Broadway and Elwood street.

William H. Kahre, Thirteenth and Geyer avenues, has returned from his old home at Evansville, Ind., where he was called to the deathbed of his father.

E. E. Wangelin has embarked in the drug business at 3360 Laclede avenue. He is an old-time St. Louis drug clerk, but for the past year has been employed at his native town, Bellville, Ill.

R. J. Eckert has resigned his position with Dr. Otto Clous, on North Ninth street, and left for the far West. Mr. Eckert has been in poor health for several months, and thinks the change will be beneficial.

J. D. Sudleth, who was just on the verge of opening a drug store in Clayton, is now unsettled as to what he will do. The handsome new building into which he was about to move was completely destroyed by fire a few days ago.

G. L. Blum, of 3000 Olive street, and Miss Nettie Rosenthal, of Springfield, Ill., were married at the bride's home on the 8th inst. After an extended trip through the north, they are housekeeping in their pretty west-end home. Mr. Blum owns one of the finest stores in the city.

Dr. F. W. Auferderheide is opening a very attractive drug store at the corner of California avenue and Arsenal street. It is not known as yet who will be chief clerk at the stand, but several prominent members of the St. Louis Drug Clerks' Society are expecting to receive the appointment.

W. A. Kaufman is now rolling pills at the female hospital. He secured the appointment a few days ago, and is considered a very lucky drug clerk, as it requires no small amount of ability and a large amount of political influence to get permission to fill prescriptions at this institution. The salary paid is better than that received by the leading drug clerks of the city.

#### New Factors in Soda Fountains.

The new soda fountain manufacturers, W. J. McCahill & Co., Buffalo, N. Y., seem to be making the right kind of goods. They publish in this issue of the AMERICAN DRUGGIST a very strong indorsement from President R. K. Smither, of the State Pharmaceutical Association. Mr. Smither praises their apparatus very highly, pronouncing it the most perfect soda fountain he has ever seen. Their advertisement on pages 12 and 13 of this issue should be read by everyone interested in soda fountains. They claim to have the largest stock of onyx in the world to select from, and also say that having the latest and best machinery for making fine onyx fountains, they can sell goods a great deal cheaper than it is possible for other manufacturers to do. Their catalogue will be sent free to any address.

#### Change in Price of Iatrol.

The Clinton Pharmaceutical Company, Syracuse, N. Y., have made a recent change in the price of Iatrol, whereby druggists can now purchase through the jobbers in single ounce lots at 90 cents per ounce.

#### A PRETTY WEDDING

At the residence of Mr. and Mrs. William Campbell, Esbon, Kas., Cora I. Campbell to Clifford E. Lynn, of Mankato, Kas. Mr. Lynn is a popular young druggist of Mankato and a member of the drug firm of L. A. Sanders & Co. Esbon's loss is Mankato's gain. We predict for the happy couple a pleasant journey through life.



### AMONG THE TRAVELING SALESMEN.



**BENOIN COOLING,**  
With Fairchild Bros. & Foster, New York.

Benoin Cooling's connection with the drug business dates back some twelve years, when he connected himself with Jacob S. Beetem, whose pharmacy stands at the corner of Seventh and Market streets, Wilmington, Del. After completing the junior course in the Philadelphia College of Pharmacy, he accepted a position in 1888 with S. N. Appleby & Co., of Baltimore and Green streets, Baltimore. He entered the Maryland College of Pharmacy the same year, and continued his studies, graduating from that institution in the class of '89. He remained with his preceptor until March, 1890. A year later he was offered a position with John Wyeth & Bro., of Philadelphia, which he accepted, and became their traveling representative in the States of Maryland, District of Columbia, Vir-



**W. C. CHURCH,**  
With Fairchild Bros. & Foster, New York.

ginia, North and South Carolina, for three and a half years. He has represented Fairchild Bros. & Foster, of New York (digestive ferments), since July, 1894, and is highly esteemed by them as a competent and faithful salesman.

W. C. Church's first experience in the drug business dates from 1887, when he entered the employ of the Essex Medical Hall, Essex, Ont., Canada. After serving three years there, he removed to Detroit and became connected with the Triangle Drug Store, remaining there until 1893, when he went on the road for Nelson, Baker & Co., in whose employ he remained until December of last year. He now represents the firm of Fairchild Bros. & Foster, and is well and favorably known to the trade.

Syd. H. Carragan, the head of the traveling staff of the eastern branch of Parke, Davis & Co., has recently returned from a short vacation spent near Saratoga, and as one of the recreations of that place is fishing with rod and reel on Lake Saratoga, many new fish stories are to be expected at coming meetings of the Drug Bowlers' Association, of which Mr. Carragan is the vice-president. In order to anticipate any exaggeration, it should be stated that his present stock of fiction consists of one story of a single catch. While struggling to land his fish, Syd. estimated its weight at five pounds, but no record of its actual weight was made. The story has some of the elements of mystery, for he is unable to even give an approximate estimate of its size or weight, and there were no witnesses to the catch.

George English, who has been conducting the drug store formerly known as Smyser & English, at Pulaski and Chestnut avenues, Germantown, has sold his store to M. Herr, of Washington. A number of improvements are contemplated by the new owner.

Lewis G. Abbott, who represents the Davidson Rubber Co., of Boston, has been looking up his trade in this city.

R. W. Van Wyck, of the Mattson Rubber Co., of New York, is one of the best known

traveling men that come to this city. He was recently here and took a number of large orders.

George A. Wells, of the Florence Brush Co., of Florence, Mass., and New York, has a fine lot of samples, which did him good service in securing business here.

Albert De Leon, who takes charge of the southern business for the Smith, Kline & French Co., but who has been confined to his bed with a severe attack of typhoid fever, is again able to resume his duties. On the 13th of this month he started to cover his territory and the letters received from him are very encouraging, as they tell of his improvement in health and show he is doing a large business.

Monroe P. Lind, of the firm of Schandelin & Lind, manufacturers of "Garwood's Perfumes," is one of the best salesmen on the road. Mr. Lind is an enthusiast, and it is owing to his sincerity and faith that he succeeds so well. He recently returned from a trip to Baltimore and Washington, where he made a record. The business of the firm has greatly increased and the sales in August exceeded all previous ones.

Mr. Kennedy, one of the best salesmen the Smith, Kline & French Co. employs, is enjoying a few weeks' needed rest in his home in Canada.

George Smyth, who is not only the ranking salesman of John M. Maris & Co., but somewhat of a confidential man, has returned from his western trip.

E. E. Babcock, representative of Morrison, Plummer & Co. in Southern Illinois and Indiana, has resumed his trips, after an illness which confined him to his home in Indianapolis for several weeks.

J. W. Hayes and C. H. French, prominent druggists of Cedar Rapids, Iowa, are in Chicago. Mr. Smith, of Smith & Huntley, Austin, Minn.; Mr. Larson, one of the members of the Olson Drug Co., of Fort George Iowa, and P. G. Schub, of Cairo, Ill., are also among the late visitors to the city.

C. H. Ballheim, of Robert Stevenson & Co., has returned to his territory in Iowa after a two weeks' vacation in Wisconsin.

A. F. Heinemann, Robert Stevenson & Co.'s Indiana representative, dropped into Chicago recently on a business trip.

C. S. Vincent, the well-known representative of Fuller & Fuller Co., cut his little toe with a corn knife, barely drawing blood. From this he was laid up one week with his entire foot encased in poultices. He now realizes the truth of "Great aches from little toe-corns grow."

A. Neubeck, the representative of the United States Playing Card Co., was in this city a few days ago.

A. B. Willson, of Leuden & Co., New York, has been enjoying a much-needed rest at Cambridge, Md.

D. E. Bransome, the local representative of Johnson & Johnson, has been enjoying, with his family, cottage life at Atlantic City.

C. A. Godman, also of the Strong Cobb Company, is recuperating on the Atlantic coast and, according to rumor, is having a great time at Atlantic City, N. J.

C. L. Gleeson has been booking orders for Parke, Davis & Co.'s crude drug department.

F. M. Carpenter is one of Lazell, Dalley & Co.'s hustlers, and he recently paid this city a visit in the interest of that firm.

Edward Shaw, representing T. M. Duche & Son, of New York, took in the Hub in his last business tour.

H. K. La Forge was here a few days ago. His topic was essential oils, and he was soliciting orders for this line of goods for George Linders & Co., of New York.

The ivory toilet article business of F. Grote & Co., New York, is being boomed here by Mr. H. Etzel, the firm's representative.

S. Leerburger was here since your last issue. He came not for his health, but to take orders for essential oils for Leerburger Bros., New York.

W. F. Cox, representing the R. E. Hitchcock Co., of Waterbury, Conn., was here this month. In the drug stores he talked powder boxes, and succeeded in securing a goodly supply of orders.

Rudolph Wirth is one of E. Fougere & Co.'s wide-awake salesmen. His last visit to this city resulted successfully for the firm he so ably represents.

R. W. Macdonald, Rust, Richardson & Co.'s Granite State knight of the grip, has just returned from a well-earned vacation, and is securing orders with renewed vigor.

Mr. Crowley, the efficient representative of C. J. Tagliabue, New York was here recently soliciting business for his firm.

W. B. Berry is now representing James W. Tufts in the Pine Tree State, and advices received from him indicate that he is securing many orders for the silverware goods in which the firm deals.

Christian G. Euler, general manager for Antoine Chiris, New York, essential oils, etc., has recently been here.

William G. Hunter, 378 Warren street, is the resident representative of H. K. Mulford, of Philadelphia.

F. A. Partridge is one of James W. Tuft's successful salesmen. He has been with Mr. Tufts over ten years. His headquarters are in this city, but he makes frequent pilgrimages to near-by localities, and always books his share of orders.

R. W. Macdonald is a well-known figure with Granite State pharmacists, to which State he makes frequent migrations in the interest of the Rust-Richardson Drug Co.

F. R. Miles visited this city recently as representative of the J. I. Robertson Co., soaps, Manchester, Conn.

W. Lloyd Wood came from Toronto last month to talk O'Keefe's Liquid Extract of Malt to Hub dealers.

Rudolph Wirth has been securing pointers concerning Boston's crooked streets and at the same time booking orders for E. Fougere & Co., New York.

The R. Hillers Son Co., New York, drugs and millers, were recently represented in this city by Charles A. Neill.

The business of Fritzsche Bros., New York, recently received a big boost, largely the result of C. W. M. Nicholl's swooping down upon this town.

George F. Miller, who solicits orders so gracefully for Somers Bros., New York, had the pleasure of breathing the air of the Hub a few days during August.

D. L. Kennedy has been in town giving short talks in the interest of the Swan Down Manufacturing Co., of New York.

Last month T. M. Stewart was here for the Taylor Bros. Co., Rochester, N. Y.

George Wright, the veteran CINCINNATI traveling salesman for Mallinkrott & Co., was circulating among local friends last week.

W. H. Chatfield, representing Glaenger, Fries & Rheinbelt, the brushmakers, was in Cincinnati a few days ago. Billy is popular here.

Joseph Litster, one of the clever traveling salesmen for Horlick's Malted Milk, was in the city last week "buzzing" his many friends and customers.

G. C. Heally, the hustling western representative of Johnson & Johnson, was buttonholing his trade here for a few days last week. George is popular with local druggists.

A recent visit was paid this city by W. F. North, representing George R. Gibson, the American agent for Lunnen's brushes. His trade here was excellent.

Frank B. Highet did a good week's business here recently in the interest of the Butler Hard Rubber Co., of New York.

### Der Drummer.

Charles Follen Adams.

Who puts oup at der pest hotel,  
Und takes his oysders on der schell,  
Und mit der frauleins cuts a schwell?  
Der drummer.

Who vas it gomes indio mine schtore,  
Drows down his pundles on der vloor,  
Und nefer schtops to shut der door?  
Der drummer.

Who dakes me py der handt, und say,  
"Hans Pfeiffer, how you vas to-day?"  
Und goes for peesness right away?  
Der drummer.

Who sphreads his zamples in a trice,  
Und dells me, "Look, und see how nice,"  
Und says I gets "der bottom price?"  
Der drummer.

Who dells how sheap der goots vas bought,  
Mooch less as vot I Gould imbort,  
But lets dem go as he vas "short?"  
Der drummer.

Who says der tings vas eggstra vine—  
"Vrom Sharmany ubon der Rhine,"  
Und sheats me den dimes out of nine?  
Der drummer.

Who varrants all der goots to suit  
Der gustomers ubon his route,  
Und ven dey gomes dey vas no goot?  
Der drummer.

Who gomes aroundt ven I been oudt,  
Drinks oup mine bier, and eats mine kraut,  
Und kiss Katrina in der moult?  
Der drummer.

Who, ven he gomes again dis vay,  
Vill hear vot Pfeiffer has to say,  
Und mit a black eye goes away?  
Der drummer.



## Review of the Wholesale Drug Market.

NEW YORK, SEPTEMBER 24, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

TRADE in nearly all lines continues good, and in comparison with the corresponding period of last year is considerably in excess. A more hopeful feeling characterizes all classes, and jobbers particularly report a more generally active demand. The outlook for business is very encouraging; retailers are showing more of a disposition to purchase freely, and both jobbers and importers seem well pleased with the situation. Prices on most lines are well sustained, notably on opium and quinine, which are very firm and in good demand. In addition to opium and quinine a firmer and upward tendency is noted in cod liver oil, cinchonidine sulphate and the other cinchona alkaloids, alcohol, clove oil, silver nitrate, oil anise, ergot, copperas, blue vitriol, wood alcohol. A weaker tendency is noticeable in camphor, quicksilver, oil peppermint, oil pennyroyal, oil tansy, castor oil crude, atropin.

### DRUGS.

*Alcohol, Wood*, has been advanced by the manufacturers to the basis of 75c. and 80c. for 95 per cent and 97 per cent respectively. Reduced stocks and restricted outputs are given as reasons for the advance. The demand continues of fair average proportions. *Grain Alcohol* is maintained with the usual firmness from the hands of trust producers and \$2.31 to \$2.33 is the quoted range as to quantity.

*Arnica Flowers* are without special change, but there is no disposition to urge sales at less than 6½c. to 7c.

*Balsams Copaiba, Fir, Tolu and Peru* have developed no action of any consequence during the fortnight. A fair distributive trade is reported, but speculation is entirely lacking.

*Barks, Soap* is in fair demand and firm at 7½c. to 8c. for crushed. The available supply is somewhat restricted, and it is reported that stocks abroad are also low.

*Atropin* is offered more freely, and values are a trifle irregular, with alkaloid quoted at \$5.00 and sulphate at \$4.05 in one-ounce packages.

*Chamomile Flowers*, Roman, are offered freely to arrive, and 12c. is the price named. German are easy, with 18c. to 24c. quoted for this year's crop.

*Cacao Butter* is in better demand and firmer; we hear of a few large sales of Dutch and English at 27c. to 29c. respectively. Stocks in this market are low and values have stiffened correspondingly.

*Cinchonidine Sulphate* has met with increased demand during the interval and an advance is asked by most holders. Manufacturers quote alkaloid at 20c. to 22c.; sulphate does not offer below 14c. to 15c.

*Castor Oil* is developing some activity, but refined is without quotable change. The manufacturers are asking ¾c. advance on No. 3, which is held at 10c. to 10½c. for barrels, as to quantity, and 11c. for cases.

*Cod Liver Oil, Norwegian*, continues firm. Import cost is higher than the market range here, and with a fair active demand and limited stock, prices are firm. For prime Lofoten the market range is \$22.00 to \$26.00.

*Ergot* has appreciated in value to some extent, owing to increased demand, and German and Russian have sold at 12c. to 15c., and Spanish, 16c. to 17c.

*Glucose* has advanced in price as a result of the recent agreement among manufacturers to pool their interests; quoted \$1.80 for 41 degrees, \$1.85 for 42 degrees and \$1.90 for 43 degrees, in car-load lots. Grape sugar is also held higher.

*Juniper Berries* continue scarce and in demand, and prices are firmly maintained at 2½c. to 2¾c., according to quality and quantity.

*Morphine* is without quotable change, but the market continues firm in view of the advance in opium, and a revision of prices is anticipated by manufacturers.

*Opium* has continued to reflect a strong upward tendency, and, as predicted in our last report, prices have been advanced until they now more nearly cover the present cost of importation, plus the new tariff. The available stock in this market is said to be under good control, and a further appreciation in value is to be anticipated. On case lots the general



quotation is \$2.60, but business has been effected in broken packages at \$2.65. The import cost at present is about \$2.75 for ordinary quality.

*Quinine* has been characterized by considerable activity during the fortnight under review, and prices have been advanced all along the line. The stronger feeling among manufacturers is attributed to the higher prices realized at recent bark sales in London and Amsterdam. Most dealers raised their selling limits as soon as the news of the advance was received. The leading Philadelphia manufacturers advanced their prices several days ago to the basis of 25c. for 100-ounce tins, and most holders have since followed suit with 25c. to 26c., the general quotation at the close.

#### DIESTUFFS.

*Cutch* is quiet, but the market appears firm in tone with bales quoted 4½c. to 5½c., and in cases 6½c. to 7½c.

*Divi Divi* is held, and selling in about the usual lots, at \$43.00 to \$45.00.

*Gambier* is without special feature of interest. Sales are making 3c. to 3.10c.

*Sumac* is passing out in small quantities to the trade at \$42.00 to \$45.00 for Sicily, and \$32.00 to \$34.00 for Virginia.

#### CHEMICALS.

*Acetate of Lime* has appreciated in value to a slight extent since our last, and 85c. to 87½c. and \$1.30 are now quoted for brown and gray respectively.

*Brimstone*, crude, is easier to some extent, and sellers are willing to meet buyers on a basis of \$20.50 and \$19.50 for unmixed seconds and thirds.

*Copperas* has been advanced by the manufacturers, and is offered with less freedom on the basis of 57½c. to 67½c. in carload lots.

*Carbolic Acid* has been in better request and prices are quoted steady at 19c. to 19½c. for crystals in drums, and 24c. to 26c. for bottles.

*Chlorate Potash* continues to offer at 9½c. to 10c. and 9½c. to 10½c. for crystals and powdered respectively, but the demand is limited to small quantities.

*Cream Tartar* remains quiet at 24½c. to 24¾c. for crystals and powdered.

*Nitrate of Silver* is in slightly improved condition, and 39c. to 41c. is now asked as to size of lot.

*Quicksilver* is slightly easier in tone, with sellers now at 50c. to 51c.

*Tartaric Acid* continues in fair jobbing demand at 31½c. to 32½c. for crystals, and 32c. to 33c. for powdered.

#### ESSENTIAL OILS.

*Anise* has strengthened materially in the interval and holders ask \$2.05 to \$2.10.

*Bay* is in moderate request at \$2.65 to \$2.75.

*Cassia* is firmer in tone, and the inside price on low test oil is \$1.25, while \$1.50 and upwards is quoted on high test.

*Citronella* shows an upward tendency, but prices are quotably unchanged.

*Clove* is higher in sympathy with the advance in price of the bud, and 45c. to 50c. is now asked.

*Cubeb* remains at 85c. to 90c., with only a limited demand experienced.

*Pennyroyal* continues extremely dull, though prices have not materially altered; quoted, 75c. to 80c.

*Peppermint* has declined and western in tins is now quoted \$1.00 to \$1.25; New York State, 1.05 to 1.25; H. G. H. held at \$1.35 to \$1.45.

*Sassafras* continues very firm and the quotation for pure is 40c., with large sales reported at this figure.

#### GUMS.

*Camphor*. Prices have been reduced by the Philadelphia manufacturers to the basis of 37c. in barrels. English and American refined are held at previous prices.

*Myrrh* appears to be improving in position, and at present values are well sustained.

*Tragacanth* and other druggists' gums are held steadily at previous values, and a fair distributive trade is reported.

#### ROOTS.

*Golden Seal* is offered by collectors at 23c. The stock available here is somewhat limited and values are firm at 23c. to 24c.

*Ipecac* is slightly firmer, and held at \$1.70 to \$1.75.

#### SEEDS.

*Anise* meets with fair inquiry and numerous jobbing sales are reported; quoted 5c. to 5½c. for Italian sifted.

*Mustard* is in demand and firmer, but stock is scarce and the higher freight rates from the Coast has hardened values.

Prices on other seeds are quotably unchanged and the general movement is of average proportions.

### The Gum that Sells.

In a recent letter to the Ohio Gum Co., Lisbon, Ohio, T. H. Hanemann & Sons, of Los Angeles, Cal., say: "We handle eight kinds of gum, seven we keep. Soda mint we sell." This is certainly the kind of gum that the average druggist wishes to handle, the gum that sells. For particulars as to why it sells and how much money there is in selling it, our readers should address the Ohio Gum Co., Lisbon, Ohio.

### The Utilization of Milk.

The epicurean possibilities of milk products are but little appreciated in America, as compared with Denmark, and a Danish chemist, Chris. Hansen, is engaged in demonstrating the value and variety of products which may be easily obtained by a proper utilization of the lacteal secretion of the *Bos taurus*. Write him at Little Falls, N. Y., for his circulars on junket, rennet, butter colors, etc. They are interesting and instructive, and may be made a means of profit by the druggist.

### Johannis Prices.

In a circular bearing date of September 8th, the United Agency Co., of 503 Fifth avenue, cor. Forty-second street, New York, announce the following scale of prices for Johannis Natural Mineral Water in shipments of ten cases or more: \$6.50 net, per case of 50 quarts. \$9.50 net, per case of 100 pints. \$7.00 net, per case of 100 splits. Smaller quantities at \$1.00 per case advance on the above prices.

The goods are furnished free of freight to the city in which the buyer is located, but as they are not sold "delivered" they travel at buyer's risk. No allowances are made for leakage and breakage. Terms of payment, net cash.

### A Salable Camphor.

The Sumitomo brand of gum camphor is put up in one-ounce tablets, sixteen tablets in a neat and attractive box. This makes a particularly salable package and gives the dealer a good opportunity to sell a pound of camphor instead of the smaller quantities usually sold. The brand is made by the Sumitomo Camphor Refinery, of Kobe, Japan, and is for sale by all jobbers. Its purity is absolutely guaranteed.

### Two Hundred Per Cent Profit.

This is the profit offered by the Acme Medicine Co., of Hornellsville, N. Y., on a line of goods, the sale of which they are pushing by very progressive methods. Write them for details.

### Not an Experiment but a Success.

This is the claim of the Pharmacists' Cigar Company, of Detroit, Mich., concerning their method of doing business: They believed that they had the proper idea on the cigar business, and results seem to have demonstrated their wisdom. Write them for full particulars of how to make money on cigars.

### Red Star Pomade Jars.

The character of the package is of prime importance in promoting the sale of toilet articles of all kinds, and with the active competition which exists in petroleum jelly, the dealer who puts up the most attractive package has a very strong factor in his favor. One of the most attractive containers we have ever seen for pomades, jellies, etc., is illustrated herewith, but the distinctive coloring which



WHEATON'S RED STAR POMADE JARS.

is so attractive a feature of these jars is necessarily not shown here. The cover is finished in enamel, the top being black with a red star in the centre, and the sides of the cover white. The effect of the whole is very attractive, and Messrs. Wheaton & Co. have already found a large sale for them, though they were only introduced a few months since. Samples may be seen at the recently established New York office of the firm, located at room 810, Downing Building, 106 Fulton street. For full description, write to T. C. Wheaton & Co., Millville, N. J.

# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded 1871

Vol. XXXI. No. 7.  
Whole No. 384.

NEW YORK AND CHICAGO, OCTOBER 11, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON, . . . . . Manager.

#### SUBSCRIPTION PRICE:

Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . 15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL Record is issued on the 10th and 26th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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THE Attorney General of Colorado has decided that it is illegal for druggists to sell wine of cocoa in that State except upon a physician's prescription.

WHEN influenza first reached the United States it came by way of Russia. The fact that for some months past it has been raging in Russia in a severe form gives rise to apprehension that we may be on the verge of another epidemic of this malady.

WHAT is to become of pharmacy when pharmacists depend upon the manufacturer to even weigh out the ingredients for dispensing? It has come to this in many stores. When an eighth of a grain of morphine is ordered, a tablet triturate is taken out of a convenient bottle, and there is an end of it. If such practices continue to grow there will soon be an end of pharmacy in the retail store.

THE arrest of William Bodemann, the well-known pharmacist of Chicago, on the false charge of illegally selling liquor, is a signal instance of how wholly the good are at the mercy of the evilly-inclined, who are shrewd enough to resort to the law as a means of annoyance. No matter how honest, law-abiding and circumspect a merchant may be an unscrupulous enemy can bring charges to disprove which will cause annoyance and expense. There should be some redress for the innocent, but, practically, there is none.

BEWARE of the man who wants to sell you goods in an irregular manner at less than cost. By purchasing them you are tacitly becoming a party to their theft. It may happen that by refusing to purchase small, stray lots of goods from unknown or irresponsible persons you lose a possible extra profit, but you make a certain positive gain in self-respect which more than compensates for the small possible loss. In Chicago

there has been so much trouble from petty speculations of goods for sale in this way that the jobbers contemplate the formation of a local association for their suppression.

ONE of the most potent factors in the spread of disease in cities is the organic dust of the streets. While watering keeps the dust from being disseminated through the air it also converts the dust into a most favorable culture ground for the development of all kinds of bacteria. In some towns in England a weak solution of potassium permanganate has been used for street sprinkling with some slight good effect, but the advantages have not been commensurate with the expense. Corrosive sublimate, while efficacious, would be too dangerous. Of all the suggestions made as to the use of some disinfectant for street sprinkling the use of salt appears to be the most feasible. Where sea water is available it would undoubtedly be of great value, and coast cities should devise some means of furnishing a supply of sea water for this purpose.

ONE of the most gracious and graceful acts of the American Pharmaceutical Association at the Minnetonka meeting was the reinstatement of Mr. Frederick Stearns to membership in the organization. The letter written by Mr. Stearns to ex-President Sargent, and which led to his reinstatement, is a manly, straightforward statement, which must impress favorably every one who reads it. Through inadvertence some unfavorable comment upon this action of the Association by a gentleman interviewed by one of our correspondents was allowed to appear in our last issue. We are happy to give print to a correction from this gentleman in our Philadelphia news letter, for we feel that every member of the drug trade will be pleased at the action of the American Pharmaceutical Association, and more particularly pleased with the letter of Mr. Stearns, which led to that action.

## AN AMERICAN DRUG.

**A** PAPER on *Cereus grandiflorus* from the pen of E. M. Holmes, which is printed on another page of this issue, gives an excellent summary of our knowledge of this drug, and shows the existence of an unfortunate confusion in commerce as to this drug and the *Opuntia* flowers. F. W. Sultan, of St. Louis, studied the *C. grandiflorus* some years since, and while he failed to isolate the active principle in a pure state, he did secure it in a more or less impure condition, and his studies afterward led him to make commercial use of the plant, while Dr. Dohme has also given it some study. Mr. Holmes makes no direct reference to the fact he must have been aware of—the rapidly growing use of the fluid extract of the plant in the United States, which indicates that it must be possessed of real therapeutic worth. It is unfortunate that our own pharmacognosists and pharmaceutical chemists have not found time to study this drug, which promises so much and which is so plentiful here.

## THE GREATER NEW YORK PHARMACY LAW AGAIN.

**T**HE question has been raised by a contemporary drug paper as to whether the amendments to the pharmacy chapter of the Charter for the Greater New York now actually form part of the law. The amendments which gave representation to the three local pharmaceutical societies were approved by the Mayors of the three cities affected by the act enlarging the territory of New York, and the measure received the Governor's signature within the time provided by law. In the printed volumes of the Session Laws of 1897, the pharmacy chapter is published as it was originally drafted by the Charter Commissioners, no reference being made to the amendments which were procured subsequently, a circumstance which has given rise to the doubt which finds expression in our contemporary as to the exact status of the new law. The official publishers of the laws of 1897, in reply to inquiries on the subject, inform us that the amendments being in the form of supplementary legislation bearing on a law that would not come into effect until the beginning of another year, the amended form would not appear on the statutes until after the act went into effect. The amended chapter of the Greater New York charter relating to the Board of Pharmacy is known as Senate Act No. 1110, and if no legislation bearing on the subject should be procured, there is little reason to doubt but that the pharmacists of the Greater City will be conducting

business under its operation next January.

So far as the amended law is concerned our friends of the Kings County Society and the German Apothecaries' Association need be under no apprehension as to its fate. It will turn up in good order at the proper time, and the New York College of Pharmacy and the Brooklyn College of Pharmacy shall each receive its proper share of the penalties recovered by the Board, providing any are recovered.

As to the doubt of recovering fees the conviction is growing in the minds of many of the proprietors of pharmacies hereabouts, who will be required to appear before the Board next January and re-register at a cost of \$2.00, that the law will never go into effect. The colleges are, however, very much interested in the matter, as it means a considerable increase of revenue for them. It is estimated that the greater city will contain about 2,500 proprietors and 5,000 clerks, and, as each proprietor and clerk will be required to register with the Board immediately after its organization, proprietors paying a fee of \$2.00 and clerks \$1.00, it means an increase in the funds of the two colleges of \$10,000, which, divided into the proportion of three-fifths to the college of the City of New York, and two-fifths to that of Brooklyn, means a very tidy nest-egg, even after the salaries of officers and the expenses incidental to organization are deducted. It is hardly possible, however, that these 7,500 proprietors and clerks will submit to the new law without offering some protest, and we can readily imagine the number of new bills and amendments to the pharmacy act which will make their appearance in the Legislature at Albany before the Board to be organized under the pharmacy chapter of the Greater New York Charter will be able to effect an organization. No judge would refuse an injunction to prevent the Board from taking up its duties after it was pointed out that great opposition existed to the law, and that new measures were pending in the Legislature.

The fact that this doubt and confusion exist regarding the new law, and that opposition to its enforcement shall surely rise—  
**THE NEED OF NEW LEGISLATION.** we have sounded many of the trade upon the subject—points sharply to the need of new pharmacy legislation for the entire State. The absurdity of working under four different pharmacy laws made New York State ridiculous before the rest of the country. Now we have a pharmacy law for the territory included within the Greater New York which abolishes one

of the boards and, if enforced as it stands without the amendments, will work a great hardship to the druggists of Brooklyn and other places in Greater New York who are deprived of representation on the Board.

There is only one remedy for this state of affairs, and that is the enactment of a single law for the entire State. The State Pharmaceutical Association is practically a unit on this, and its legislative committee has nearly completed the draft of a law which should meet the requirements of modern pharmacy and prove acceptable to all parts of the State. The new law should represent the best ideas of leading druggists in business throughout the State, and will doubtless be framed in such a way as to protect the interests of the public, while rigidly confining the practice of pharmacy to qualified persons. That such a bill will be introduced into the State Legislature in time to supersede the present chapter of the Greater New York charter relating to pharmacy seems an assured thing, and the druggists of the State are to be congratulated on the fact.

## Commissioner Blackburn Speaks of His Work.

To the Editor:

Sir—I have just read the article in the *AMERICAN DRUGGIST* of September 25th, relating to proprietary medicines, and giving the substance of the notice sent out from this office on September 11th.

I wish to express my sincere appreciation for the broad and able manner in which you have handled this subject, and especially your indorsement thereof.

As to your question, "Who shall be censor?" I have to say that I have three chemists at work in this Department analyzing the different proprietary medicines found on sale in this State, and as soon as their investigations are completed I shall publish a list of all preparations that should, in my opinion, contain a poison label. No druggist or dealer shall be arrested until after the publication of this notice, giving every one who desires to do so an opportunity to comply with the law.

As I have stood behind the counter in a retail drug store for a number of years myself, I believe I am in a position to understand these questions and deal with them from a druggist's standpoint, and shall make an effort to do so in the spirit of fairness and justice to all concerned. With best wishes, I am,

Very truly yours,

J. E. BLACKBURN,  
Dairy and Food Commissioner.  
COLUMBUS, Ohio, September 27, 1897.

## Advertising Returns.

We are pleased to report we have had a great many requests for catalogues in answer to our advertisement in the *AMERICAN DRUGGIST*.

UNGER BROS.,  
Dickinson.

NEWARK, N. J., Sept. 23, 1897.

## PHARMACY PAPERS

Read at the Forty-Fifth Annual Meeting of  
the A. Ph. A.

August 23-31, 1897.

### NOTE ON THE RELATION OF THE PHARMACIST TO THE PHARMACY LAW.

By J. H. BEAL.

In reading the papers presented at the various pharmaceutical meetings one is impressed by the apparent prevalence among pharmacists of the idea that the intent and purpose of a pharmacy law is to protect the druggist from competition in his business. Nor is this mistake confined wholly to the rank and file of the profession. It is no uncommon thing to note in the pages of the best informed pharmaceutical journals such careless expressions as "encroachment of the Legislature upon the privileges of pharmacists," "protection of the pharmacist's rights," etc. This habit of speaking is probably the outgrowth of the fact that it was largely due to the agitation of pharmaceutical associations that the various enactments have been secured, and also that the burden of enforcing them has universally been left to the pharmacist, so that the latter has gradually come to feel a sort of proprietorship in the laws intended for the regulation of his calling.

#### Pharmacy Laws Not for the Private Interests of Pharmacists.

If this matter were merely an abstract question of propriety or impropriety, it might well be passed over in silence, but unfortunately this belief that the pharmacy law is for the private interest of the pharmacist has extended to the public mind, already prejudiced against the pharmacist as a monopolist and extortioner. Nor is this wholly false and unjust opinion confined to the general public. Within the year we have seen it advanced by governors as the reason for vetoing wise and necessary pharmacy legislation, assigned by Supreme courts as the reason for holding such laws to be in conflict with constitutional limitations, while it is invariably used as a stock argument to juries in prosecutions under the law for violation of its provisions. In truth, it may be said that it is this single idea of the monopolistic purpose of the pharmacy law, developed in various forms, which is at the bottom of all opposition to pharmacy legislation, whether it is the opposition of legislatures, courts, governors or juries. It is especially unfortunate, therefore, that druggists should by a careless way of speaking help to extend and perpetuate an opinion incorrect in itself and prejudicial to the efforts which are being made for the reformation of the law relating to pharmacy.

The only foundation for the legal regulation of pharmacy is the public good. If the laws are passed for the special protection and benefit of the pharmacist, then they are class legislation, and void under every constitution in the Union.

It is undoubtedly true that where there

is an efficient pharmacy law efficiently enforced, the properly qualified pharmacist will not be subjected to competition by unqualified men, and his chances of winning a livelihood correspondingly increased, but he must rid himself for once and forever of the idea that the purpose of the pharmacy law is to secure even in the slightest degree his private benefit. Any personal good he may derive from its existence is a mere incident to the good which it is intended to secure to society, and he must be content with the benefit which he receives as a member of that society.

#### Pharmacy a Restricted Calling.

Pharmacy is not a protected, but a restricted calling, restricted by an exercise of the State's police power, on the ground that it is a business dangerous to the public welfare if improperly conducted, or if conducted by unqualified persons. Such a law cannot by any reasonable sort of construction be considered monopolistic in the American constitutional sense. If the statute limited the number of pharmacists in a given district, or if it fixed the amount of capital which must be possessed in order to be a pharmacist, then it would be a monopoly, for the reason that it would enforce an artificial restriction which might operate to prevent worthy persons from entering the calling. But as long as the law does no more than fix a reasonable standard of education for those who desire to enter pharmacy, then it is perfectly constitutional. It does not make a monopoly, because any one is at liberty to acquire the necessary education, and to exercise that calling.

#### Pharmacists' Carelessness Operates Against Them.

Still another way in which druggists help along the public sentiment that the pharmacy law is merely a scheme to protect the pharmacist is by their common disregard of the poison law, and of the provision requiring the pharmacist to keep a registered clerk. It would not be impossible to find druggists who heartily agree with the proposition that the law should prevent any but qualified persons from owning or conducting a drug store or to engage in the sale of poisons, but who are themselves extremely remiss in their observance of the very provisions which justify the limitation of the sale of drugs and medicines to a particular class of persons.

#### The Evil of It.

We have known of druggists who would regard it as the height of impropriety that a dealer in general merchandise should be permitted to sell Paris green, or that a department store should include a drug stock among its other departments, but who within their own stores permit the poison and label law to remain a dead letter, and never hire a registered clerk as long as they can get along with a cheap boy. The evil of such

a policy is probably greater than the average pharmacist would imagine. The ease with which the American public can be fooled is proverbial, but there is a limit to this foolishness, and that limit is reached when we try to make the public believe that the mere placing of the words drug store over a door will render the sale of poisons therein by an unqualified clerk any safer than if sold by an unqualified clerk in a place called a grocery. Nor will they believe that an unregistered clerk in a drug store is a safer man to put up medicines or compound prescriptions than a registered pharmacist in a department store.

This disregard of the pharmacist of the pharmacy law is wholly without excuse, and not only wrong in the abstract, but injurious to the interests of pharmacy by helping to strengthen the contemptuous opinion which the public already entertains of him and his calling.

The real and serious truth of this matter is that it is greatly to the interest of the druggist that his observance of the poison and label law, and of the provision requiring the employment of properly qualified men should be so accurate and rigid as to be a constant reminder to his customers of the fact that of all known occupations that of the pharmacist is most dangerous to the public welfare if improperly exercised, or if exercised by men not fully competent and alive to the necessity of eternal vigilance.

As may be noted from the foregoing, the writer places strong emphasis upon the importance of cultivating a proper public sentiment with respect to pharmacy. The trouble has been in the past that, however careful the average pharmacist may have been of his personal reputation, he has been very careless of the reputation of his craft as a whole. Pharmacist Jones has cared very little what the public might think of Pharmacist Brown; the latter has entertained a similar regard for Jones, and the public has compromised by holding them both in equal contempt.

#### The Reformation of Pharmacy

is a problem which embraces many factors, and of these one of the most important is what we commonly mean to express by the name, public opinion. When the pharmacist shall have attained the respect of general public opinion, and deserves it, the pharmaceutical millennium may not have arrived, perhaps, but it will have made a measurable approach and we shall be able to obtain any reasonable modification of legislation that we may choose to ask for.

### THE IMPORTANT CON- STITUENTS OF TARAXA- CUM ROOT.

By L. E. SAYRE.

According to the promise made at the meeting of this section last year, the investigation upon taraxacum has been continued. It was begun, not without considerable misgiving, but with the hope that some process for crystallizing the bitter principle would be found, so that a more accurate study of its chemical and physical properties could be accomplished, and that a method of accurately standardizing this much-used drug could be furnished.

Briefly summarizing the work, of which this is a continuation, it will be seen, by



referring to the papers previously published in the association proceedings,\* that the following constituents among others less important have been identified: (1) A resin soluble in chloroform and ether, insoluble in alcohol; (2) A resin soluble in alcohol; (3) Taraxacerin, a white, waxy substance, separating from alcoholic solution in cauliflower-like forms; (4) A bitter principle which, in somewhat concentrated solution, is precipitated by a number of alkaloidal reagents. Solutions containing the seemingly pure principle, when evaporated, produced a film which, under the microscope, revealed oftentimes crystals of acicular form mixed with globules of oleo-resinous appearance. When this mixture was treated with oxidizing agents—even by hydrogen dioxide—it was gradually converted into a crystalline mass, which proved to be oxalic acid. Attempts to separate the crystals found in the unoxidized evaporate were unsuccessful. To decide whether these crystals or the oily globules were the bitter principle, or whether the one was derived from the

residue of thick, syrupy consistence. These syrupy extractives were used as a starting-point for the further investigation of taraxacin and other constituents.

#### Taraxacin, Bitter Principle.

Further efforts have been made to bring the bitter principle to the crystalline form. Thus far these efforts have been only partially successful; a detailed description of this work is unnecessary. Suffice it to say for the present, acetone as a solvent seems to promise some aid in its isolation. An acetone solution of the yellowish, amorphous, viscid, and extremely bitter extractive (corresponding to crude taraxacin) was made. On slowly evaporating this solution, a thin, syrupy, transparent film was left which contained imperfectly-formed stellar crystals—tufts imbedded in viscid media. On adding a drop of water, the film and crystals immediately broke down into yellowish oleo-resinous-like globules. The most satisfactory method thus far employed for purifying this principle is to dissolve the crude principle (extractive)

H .. . . .	11.27
O .. . . .	11.46
Mean of 2 and 3:	
C .. . . .	77.24
H .. . . .	11.13
O .. . . .	11.63

Reducing the percentages of the last table, the following amounts appear:

$\frac{77.24}{11.92} = 6.4808$	$\frac{6.4808}{.7824} = 8.85$
$\frac{11.13}{1} = 11.13$	$\frac{11.13}{.7824} = 15.30$
$\frac{11.63}{15.88} = .7324$	$\frac{.7324}{.7824} = 1.00$

Taraxacerin would, therefore, correspond to the empirical formula  $C_8H_{11}O_2$ .

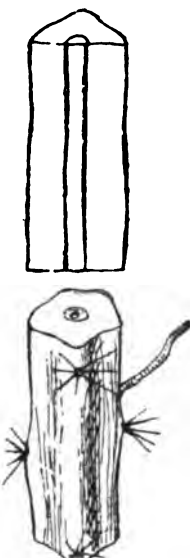
### CACTUS GRANDIFLORUS, LINN.

By E. M. HOLMES, F.L.S.

The first notice of this plant (which is more correctly termed *Cereus grandiflorus*)



A. Plant of *Cereus grandiflorus* much reduced, and longitudinal and transverse sections of the dried stem, natural size.



B. Flower of *Cereus grandiflorus*, half natural size.

other, was little more than a conjecture. Slow evaporations of chloroformic, ethereal, alcoholic, and aqueous solution failed to produce crystals free from oleo-resinous globules. Evaporation of aqueous solution in vacuo was no more successful.

The work was begun this year by making an ultimate analysis of taraxacerin. Slowly evaporating its impure alcoholic solution, the cauliflower-like crystals separated, as stated in the paper of last year. The taraxacerin thus freed from extraneous matter was collected, dried over sulphuric acid, and a number of combustions made. The result of these combustions will be subjoined to this paper. A quantitative analysis of the inorganic constituents of taraxacum root will also be appended.

For the further investigation of the bitter principle an extraction of taraxacum root was made for me by J. U. Lloyd, as follows: Forty pounds of the powdered root were percolated with chloroform, and the drugs were then exhausted with alcohol. The chloroformic and alcoholic tinctures were separately distilled, leaving behind in each case a

in 20 per cent alcohol; treat this with specially-purified animal charcoal until the solution loses its bitterness; carefully wash the carbon with water; dry, and treat it with boiling alcohol; evaporate the alcoholic solution at a low temperature, and dry the residue over sulphuric acid. This has, however, the disadvantage of being a wasteful process. The dried product dissolved in acetone behaves as stated above.

Although the crystallization of taraxacin at present seems almost impossible, it has not been given up as hopeless.

#### Analysis of Taraxacerin.

The result of the combustion of this principle may be here stated. Several combustions were made, but only three recorded; of these three, the second and third seemed to be the most reliable. A tabular statement of the percentages is as follows:

	1.	2.	3.
Carbon .. . . .	77.36	77.16	77.32
Hydrogen .. . . .	11.55	11.13	11.13
Oxygen .. . . .	11.09	11.71	11.55
Mean of 1, 2, 3:			
C .. . . .	77.28		

*florus*) as a remedy in functional heart disease, appears to have been published by Dr. Rubini as long ago as 1868<sup>1</sup>. But it does not appear to have attracted much attention until about 1880. In that year and during the subsequent four years, several papers on *Cactus grandiflorus* appeared in the *Therapeutical Gazette*. In this country its medicinal value was pointed out by Dr. A. Orlando Jones<sup>2</sup> in 1890, and his statements were confirmed by Dr. P. Watson Williams, in the *Practitioner* (1891, vol. 47, p. 266). A chemical examination of the plant was made by Bonnet and Bay-Tessier in the same year (*Pharm. Post*, 1891, p. 1008, *Apoth. Zeit.*, 1891, p. 455), who detected in it an alkaloid, to which they gave the name of cactine. Dr. P. Watson Williams states that of several species employed medicinally, *C. grandiflorus* is the richest in active principle, and that the flower contains more than other parts of the plant, the amount of cactine ob-

1. *New York Med. Record*, 1868, p. 209.  
2. *British Medical Journal*, 1890, I, 70.

tained from it according to T. W. Sultan<sup>3</sup>, being over 2 per cent.

In 1894 Dr. Gordon Sharp contributed a paper to the *Practitioner*, 1894, pp. 161-178, on the literature, composition, pharmacology, and therapeutics of *Cactus grandiflorus*, giving an excellent but brief summary of its uses, pointing out, however, that Wood and Bache affirm, in the United States Dispensatory, that they obtained no benefit from its use. Dr. Sharp also states that the natural order to which



Showing transition from sepals to petals.

Cactus belongs is not important from a medicinal point of view, none of the members containing either glucosides or alkaloids of known physiological value. Dr. Sharp and M. Hoseason found only resins, and, although working with something like half-a-dozen different specimens of *Cactus grandiflorus*, failed after repeated efforts to find in them either glucoside or alkaloid.

But the fact that Heffter<sup>4</sup> obtained physiologically active alkaloids from cactaceous plants in the same year (1891), viz., anhaline from *Anhalonium fissuratum*, Engelm., and pelotine and two other alkaloids from *Anhalonium williamssi*, Lew., and that Lewin and Merck<sup>5</sup> obtained anhalonine from *A. lewini*, show that it must by no means be taken for granted that neither glucoside nor alkaloids are contained in the plants of the order Cactaceae.

Unfortunately Dr. Sharp does not describe the appearance of the drug he used, nor explain the meaning of the words "different specimens," so that there is no evidence to show that he was working on the genuine plant<sup>6</sup>. A very large number of chemical investigations of plants and plant products have been rendered worse than useless, indeed actually misleading, by neglect in specifying the macroscopic and microscopic characters of the drugs employed, or in not ascertaining from a competent botanist or pharmacognosist that the plants or plant products are what they are assumed to be.

So far the weight of evidence points to *Cactus grandiflorus* possessing active properties and containing an alkaloid. But there is also evidence to show that there is not uniformity in the action of the preparations sold under this name. This is due, as will be shown presently, to a spurious drug, which occurs largely in commerce. A few months since an inquiry was addressed to me asking for an explanation of the fact that the tincture obtained from two different commercial sources gave in one case very satisfactory results, and in the other produced no effect whatever. I, therefore, obtained a series of specimens of the

drug as it occurs in commerce, and found that it presented the following varieties:

1. The dried stem of a *Cereus*, usually five angled and about the thickness of the finger.

2. Fresh stems of a *Cereus*, apparently the same species preserved in spirit.

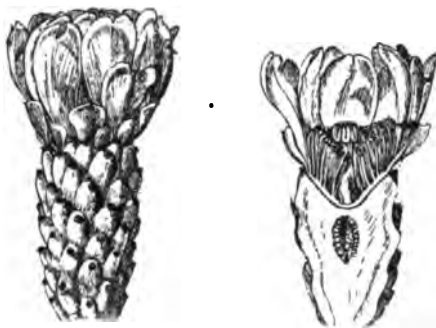
3. The triquetrous stem of a *Phyllocactus*.

4. The flowers of *Opuntia decumana*, Haw.

Besides these, I ascertained that there was imported (but not sold as imported) a preparation of *Cereus grandiflorus*, consisting of the crushed stems and flowers covered with strong spirit of wine and packed in barrels, this preparation being diluted when required for use with a definite proportion of spirits in order to form the tincture. The *Cereus grandiflorus* blossoms in August, and the flower, which is night blooming, only lasts a single night. As the flower is stated to contain twice as much alkaloid as the stem, this preparation of flowers and leaves is made only once a year, in the month during which the flower is produced.

The description of the genuine drug may be here given:

*CEREUS GRANDIFLORUS*, MILL. (misnamed *Cactus grandiflorus*, Linn.). Stems (Fig. A) in pieces of varying length



Flower of *Opuntia decumana*, natural size. Longitudinal section showing position of ovary.

about 1½ to 2 centimeters in diameter, cylindrical, with five to seven angles, furnished along the angles at intervals of about 2 centimeters, with small tufts of 6-8 very short spines about 2 Mm. long, and at irregular intervals of 5-15 centimeters or more, with a branched rootlet. Internally, the transverse section presents a central woody ring about 3 Mm. in diameter, the remainder of the stem presenting a spongy parenchyma with numerous large crystals or "sphaeraphides," immersed in it.

The following description of the flowers is taken from the *Bot. Mag.*, vol. 62, No. 3381: "The bud at first is globose, acute, then clavate, sessile, covered with imbricated scales bearing long setae. When fully expanded the flower is a span across the tube of the calyx is long, green, the limb cup-shaped; the former is composed of the imbricated scales above-mentioned; the latter is formed of numerous long, spreading, tawny orange upper calyx segments, forming a sort of ray, and of an inner series of petals, which are oblong, broader upwards, nearly erect, and of a pure white color. Stamens numerous, long, at length inclined to one side. Filaments, white; anthers, linear, oblong, yellow; style, as long as the stamens; stigma, of many rays."

There are other species of night-flowering *Cereus*, including *C. variabilis*

(S. America), of which the stem has only three to four angles, and *C. nycicalus* (Mexico), which has stems with four to six angles and only four spines in a cluster. *C. grandiflorus* is a native of Jamaica and the Caribbean Islands, climbing over rocks or on decayed trees.

*OPUNTIA DECUMANA*, HAW.—The *Opuntia* flowers after some trouble were traced to Marseilles, where they were sent from Algiers and Tunis. Through the kindness of Messrs. Potter and Clarke I was enabled to obtain a living specimen of the plant in flower, which proved to be *Opuntia decumana*, Haw., a native of S. America, but cultivated in Africa, India, etc. So far as I have been able to ascertain, there is no good figure of the flower extant. I have, therefore, had a drawing made by Mr. J. Fitch from the living plant. The flower buds, which are clavate and cylindrical, crown the upper edge of the stem segments to the number of six or more (Figs. C, D).

The outer and thicker sepals (Fig. E) pass gradually into the petals, which are of a pale sulphur color and thinner in substance. The anthers are innate (F) and the stigma has about six lobes, the upper surfaces of which are represented in Fig. G. The seeds are small (Fig. H) and numerous. When in flower, the calyx tube is firmly adherent to the upper part of the fleshy calyx tube, but when the flower is over the calyx tubes separate in the form of an obovate or shortly funnel-shaped piece, leaving a cup-shaped depression with a central scar at the top of the ovary. In this condition they are removed and dried and form the drug of commerce.

The two preparations which are chiefly used in commerce at the present time appear to be (1) a tincture made from the crushed fresh stem and flowers of *Cereus grandiflorus*, and (2) a tincture made from the dried *Opuntia* flowers. It seemed desirable, therefore, to ascertain if the *Opuntia* contains an alkaloid, as the *Cereus* is said to do.

My friend, Mr. E. H. Farr, at my request has kindly made a preliminary examination of the flowers of the *Opuntia*, and has failed to find either alkaloid or glucoside; on the other hand he found



decided evidence of the presence of an alkaloid and of a substance soluble in water in some living stems of *Cereus grandiflorus*, which were kindly forwarded to me by Messrs. Parke, Davis & Co.

It may be here pointed out that the Cactus family is divided into two sections by botanists, viz., Echinocactaceae and Opuntiaceae. The *Cereus grandiflorus* and the various species of *Anhalonium* (*Mamillaria*) and *Phyllocactus* belong to the first section, which are distinguished by the calyx tube being produced beyond the ovary, whereas in the Opuntiaceae it is not so.

In view of the possible scarcity of *Cereus grandiflorus*, the examination of other species of *Cereus* e.g., *C. peruvianus*, Mill. (which Mr. J. H. Hart tells me is plentiful in Trinidad) might be worth undertaking.

Since the above was written Mr. E.

2. *New York Med. Journ.*, June 13, 1891.

3. *Ber. der Deutsch Chem. Gesells.*, 1896, pp. 2975-2979.

5. *Ber. von E. Merck*, January, 1896.

6. Since the above was written, Dr. Sharp has courteously forwarded me a specimen of the drug used in his experiments, which he purchased on the assurance that it was the genuine *Cereus grandiflorus*. It is evidently the flower of *Opuntia decumana*.—E. M. H.

H. Farr has kindly communicated the result of his preliminary examination of the *Cereus grandiflorus* supplied by me, and also of the *Opuntia* ("Cactus flowers") of commerce. I have, with his permission, placed these results on record here, as it is impossible to carry on the investigation further until a considerable quantity of the *Cereus* is obtainable.

"The *Cereus grandiflorus* contains some waxy and fatty bodies, several acid, slightly acrid, glucosidal resinous bodies, which are fairly soluble in water, and also an alkaloid, which is present in very small quantities only. There is a lot of mucilaginous matter present in the stems, and probably a sugar directly reducing Fehling's solution, but I have not been able as yet to prove this to be a sugar. Although the amount of alkaloid present is very small, I think the reactions enable me to say definitely that it contains an alkaloid. It does not give much precipitate with Mayer's solution, but more with iodine and iodide of potassium and a slight one with ammonia. I cannot at present give its distinguishing characters and tests, but it must be exceedingly powerful if the effects of the drug are due to it. Being a heart tonic, is it not possible that the effects are due to one of the glucosidal bodies present?"

"The *Opuntia* flowers seem to contain neither alkaloid nor glucoside, though on working on a quantity I did get an indistinct reaction for alkaloids and also a very slight reduction with Fehling's solution. As my quantities represented about 10 per cent of the flowers, I may safely say there is none present. There is a powerful yellow-coloring matter present in the *Opuntia* flowers. On adding a drop of ammonia solution to a strong solution of the resin matter in ether or in alcohol a lemon-yellow or almost chrome-yellow precipitate is thrown down. Ether will remove it from an aqueous solution, but water faintly alkaline, with ammonia, immediately recovers it from the ether."

Possibly this reaction might be used to ascertain whether commercial tincture has been prepared with the flowers of *Opuntia decumana* or *Cereus grandiflorus*. I have not found this yellow coloring matter in *Cereus grandiflorus*, but the *Anhalonium* flowers, or *Muscale* buttons, contain a similar, if not an identical, yellow-coloring matter.

This yellow-coloring matter seems to be characteristic of the *Opuntia* flowers, since Dr. Sharp tells me that the genuine tincture, with which he has now been supplied by Messrs. Parke, Davis & Co. and Mr. W. Wyatt, of Lancaster, is of a greenish color, without the yellow tint that is characteristic of the tincture of the flowers of *Opuntia decumana*. Mr. Farr also adds: "They also contain several acid resins soluble in saline solutions (agreeing in this with the *Cactus grandiflorus* examined by Dr. Gordon Sharp), but the most characteristic one is but very slightly soluble in aqueous solutions, and gives with ammonia a deep yellow color. This one, with at least two of the other resins, reduces Fehling's solution on long boiling and to a fair extent."

**Iodine in the Hair.**—W. Howald states that after taking iodides or bromides for some time these halogens will be found present in the hair in an organic compound. On discontinuing the treatment the iodine and bromine compounds gradually disappear.

## CALOMEL IN TABLETS.\*

### Does It Decompose Into Corrosive Sublimate on Standing?

BY ERNEST L. OZIAS.

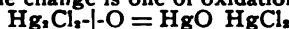
Whether or not calomel is incompatible with many common medicinal agents, can be answered quite often in the affirmative. It being a halogen compound, makes us look, naturally, for such a phenomenon. For this reason, little surprise is occasioned when such an eminent therapist as Dr. Potter remarks that it is incompatible with almost everything.

There are two general divisions of the changes which calomel may undergo and therefore be injurious to the human economy. These changes may occur (1) before administration, and (2) after administration.

#### I.

#### Calomel in Tablets Affected by Air and Sunshine.

(a) If calomel tablets are kept in receptacles having loosely-fitting covers, thus allowing access of air, they will often blacken. Just what change this represents is not fully determined. It seems not unreasonable to suppose that in this case the change is one of oxidation, thus:



If now these tablets are broken up in water and the whole filtered, the subsequent treatment of the filtrate with  $\text{H}_2\text{S}$  gas will be apt to produce coloration of the filtrate, noticeable as a brown precipitate on standing twenty-four hours. Should the precipitate be present in quantity, its failure to pass through a close filter is presumptive evidence of  $\text{HgS}$  originally existing in the filtrate as  $\text{HgCl}_2$ .

On the other hand, if the view as to the formation of  $\text{HgO}$  is correct, as in the reaction given above, the same was scarcely present in the filtrate, as this oxide is scarcely soluble in water and unlikely to pass through filters sufficiently well woven and tested.

The result attending the foregoing experiment pointed to one of many possible causes of untoward action following calomel administration. Tablets bought in large quantities from the pharmacist by the practitioner may in time become productive of mischief through improper preservation.

(b) Foremost in the list of decompositions of calomel is always mentioned its blackening on exposure to light. The careful pharmacist guards against this by keeping the tablets in amber-colored bottles, or by other equally effective methods. Happily, but few examples have been known of these tablets being kept in blue bottles, thus getting the full force of the actinic rays of light.

Admitting the truth of the decomposition of calomel by air and sunshine, the fact yet remains that the actual cases arising from these causes must in the very nature of things be few and far between.

#### II.

#### Calomel Tablets Affected by Various Reagents.

The plan followed in this research was as follows: Calomel in tablet form was broken up in pure water sufficient to

\*Proceedings of the Kansas Pharmaceutical Association, eighteenth annual meeting, held May 25, 1897.

readily dissolve the added reagents, then allowed to stand for the approximate periods of twenty-four and forty-eight hours respectively. The soluble portions were then separated by filtration, taking particular care that the filtrates came through clear; a few drops of  $\text{HCl}$  to acidulate these solutions were added, after which  $\text{H}_2\text{S}$  was run in for several minutes. The solutions were then made barely lukewarm, and set away for twenty-four hours to form a precipitate. These filtrates, which gave only a coloration with  $\text{H}_2\text{S}$ , were considered compatible; those which gave a precipitate, incompatible. Omitting the details of work with the vegetable acids and several minor organic substances, a record of other experiments will here be described.

#### Hydrochloric Acid.

Four consecutive trials of  $\text{HCl}$  in 0.2 per cent solution with tablets of ipecac,  $\text{NaHCO}_3$ , and calomel failed to produce any change.

Four trials of 2 per cent  $\text{HCl}$ , present in the proportion of  $2\text{HCl}$  to 20 of  $\text{H}_2\text{O}$  were made with podophyllin, calomel and soda, santonin and calomel, calomel plain, ipecac and calomel.

No change was made in any of them.

#### Hydrochloric Acid in 0.2 Per Cent Solution, and Pepsin.

Four experiments with ipecac, calomel and  $\text{NaHCO}_3$ , proved that only a slight coloration, or a slight decomposition, was effected.

Single experiments with tablets containing podophyllin and  $\text{NaHCO}_3$ , santonin, ipecac and calomel, respectively, produced no changes whatever.

Honey with	Produced
Podophyllin and $\text{NaHCO}_3$ .....	Positive change.
Santonin .....	Very faint change.
Calomel plain .....	Positive change.
Ipecac.....	Positive change.

#### The Alkali Carbonates.

All through these series of comparative experiments with calomel tablets it was noticed that when the carbonates of sodium were present there was an almost invariable blackening of the tablet during maceration. Care was taken to obtain clear filtrates, yet they were often more or less dark-colored; however, after filtration and treatment with  $\text{H}_2\text{S}$ , they would become still darker in color and frequently deposit a perceptible sediment that would not pass the filter. From this one is led to believe that these carbonates are analogous in action to ammonium carbonate, which blackens calomel and renders it soluble. The bicarbonate of sodium seems less productive of decomposition than the carbonate. This statement is the result of several experiments with distilled water containing plain calomel plus these respective reagents.

#### Alkali Chlorides.

These are of more than passing interest. Several preliminary experiments with  $\text{NH}_4\text{Cl}$  gave evidences of decomposition in all cases, especially when  $\text{NaHCO}_3$  was also present. Below is a comparative table of a second series of experiments:

	KCl	NaCl	$\text{NH}_4\text{Cl}$
Ipecac and $\text{NaHCO}_3$ .....	Trace	Trace	Strong
Podophyllin and $\text{NaHCO}_3$ .....	Trace	Trace	Trace
Santonin .....	None	None	None
Calomel plain .....	Trace	None	Strong

**Pancreatin in Alkaline Medium (Fairchild's).**

This principle gave the most unmistakable evidence of decomposing calomel. The precipitates produced were exceedingly voluminous. All the readily obtainable forms of calomel tablets were used—all produced the same result. It may be argued that the presence of  $\text{Na}_2\text{CO}_3$  was the exciting cause of decomposition, but that does not of itself produce extraordinary results. If it is argued that the use of  $\text{HCl}$  to aid precipitation by  $\text{H}_2\text{S}$  is the cause, the evidence does not appear to be sufficient to render that proposition tenable. Our present knowledge admits of only one salt with which the  $\text{HCl}$  could positively combine, in these experiments, namely, the  $\text{Na}_2\text{CO}_3$ , used to produce an alkaline medium, in which a pancreatin must act.  $2\text{HCl} + \text{Na}_2\text{CO}_3 = \text{H}_2\text{O} + \text{CO}_2 + 2\text{NaCl}$ , none of which are thought to affect the  $\text{HgCl}_2$  present in the filtrate. Again,  $\text{HCl}$  affects mercurous solutions, not calomel and water, nor  $\text{HgCl}_2$ . Now, some one may say as  $\text{Na}_2\text{CO}_3$  probably renders calomel more or less soluble, the explanation of the wonderful effect of pancreatin is therefore made plain. But the effect of  $\text{Na}_2\text{CO}_3$  is simply to produce strong traces of decomposition. Finally we recall that chyme, entering the duodenum, where it meets the pancreatic fluid, is decidedly acid in reaction from  $\text{HCl}$ .

**Conclusions.**

The experiments point to certain conclusions, which may be summarized as follows:

1. Vegetable acids offer little or no incompatibility.
2. The normal juices of the stomach do not decompose calomel.
3. The indiscriminate dispensing of calomel with soda may be open to serious question.
4. Vegetable drugs, such as ipecac, etc., are not detrimental to the healthy action of calomel.
5. Santonin acts as a remarkable check to the decomposition of calomel.
6. The alkaline chlorides affect calomel,  $\text{NH}_4\text{Cl}$  most,  $\text{KCl}$  less, and salt practically none.
7. Calomel is most strongly acted on by pancreatin. If the decompositions were to  $\text{HCl}$  mostly, there could be little short of disastrous consequences attending its use. It probably changes the drug into several soluble compounds of  $\text{Hg}$ , which in small quantities do not tend to produce deleterious effects.

**Formaldehyde in Microscopy.**

Dr. George S. Liggett says (*Am. Microscop. Jour.*) that every microscopist, and especially every physician should use formaldehyde. It will preserve specimens indefinitely, and will harden a specimen, so that an expert can make sections without any further treatment. The addition of a solution of formaldehyde (formalin) to a specimen of urine from a case of acute haematuria not only prevented decay, but caused the precipitation of a coagulum, from which sections were cut, showing the blood cells beautifully. The author also observed that when formalin was mixed with paraffin a white powder was produced, which, on heating, gave off large quantities of formalin vapors.

**Trade Varieties of a Few Drugs and How to Distinguish Them.\***

What I shall have to say in this paper will be in relation to distinctive trade varieties of crude drugs, with special reference to their distinguishing features. I have specimens of nearly all that will be mentioned.

**Cardamons.**

There is much confusion in the market relative to cardamons. The common trade varieties are Mangalore, Malabar and Aleppy. These are distinctive enough in character, and when the supply came from natural sources there was no difficulty in obtaining them true to name; but now they are largely cultivated in India, Ceylon and the East Indies, and more or less mixed before reaching us. The finest in appearance, and the most expensive is the Mangalore. They are of a light buff color, but slightly striated, large and plump, but are not well filled. The seeds proper are more or less shriveled, varying greatly in color, from light red to dark brown, and of inferior flavor. The light color of the capsules, and the inferior condition of the seeds is due to a process of bleaching. The present price is \$1.50. They yield 68 per cent of seeds. The Malabar comes next in market value. They come from the same district as the Mangalore, and have the appearance of being the same cardamon, partly bleached. They are darker in color, more striated and not quite so plump. They yield 72 per cent of seeds and cost \$1.25. The Aleppy is smaller, still darker in color, decidedly striated, and the capsules are well filled. They yield 78 per cent of seed of a dark brown color and superior flavor. They cost \$1. Although cheapest in price, and least attractive in appearance, I believe the Aleppy the most desirable for manufacturing purposes, and for sale over the counter as well.

**Erythroxylon.**

Coca is a native of South America. There are two distinct types, the Bolivian and the Peruvian. The former does not reach our market. We have, however, two distinct varieties, both coming from Peru, known as Truxillo and Huanuco. The Truxillo is grown in the northern portions of Peru, is a thin, fragile green leaf, one to two inches long, usually much broken. It yields a fine colored green powder. The Huanuco is rather larger, thicker, somewhat coriaceous, and not much broken. It is brownish green, and yields a less handsome powder than the Truxillo. It is probable that the Huanuco comes from the same coca plant as the Bolivian, but grows in Peru. It yields a larger percentage of cocaine than the Truxillo, and is preferred for all purposes.

**Buchu.**

The two official varieties are *Barosma betulina* and *Barosma crenulata*. The *betulina* is the short, broad leaf, notched at the apex, and the one in general use. *Crenulata* is practically out of the market. It is a short, ovate leaf, tapering both ways. The Long Buchu, *Barosma serratifolia*, is not official. It is long and very narrow, 1 inch long by 1-5 inch wide. It yields but one-third of the active prin-

ciples that is found in the *betulina*, and costs one-half more.

**Senna.**

We have two official varieties of Senna, *Cassia acutifolia* (Alexandria), and *Cassia Angustifolia* (India or Tinnevely). The latter is usually found in the shops, being preferred for its fine appearance. It consists of long, narrow, unbroken leaves, 3-4 to 1½ inches long, and is usually very clean. Alexandria Senna is much smaller, thinner, very much broken up and more or less dirty. It is, however, the more desirable, as it contains a larger percentage of active principle. It costs about 40 cents, the India 18 cents.

**Ipecac.**

The official Ipecac is from *Cephaelis Ipecacuanha*, Brazilian or Rio Ipecac. It is grayish brown, or blackish, 1-12 to 1-6 inch in diameter, with thick, strongly annulated bark, transversely fissured. The wood cord is small, white, tough and fibrous. There is in our market a closely allied species, *Cephaelis acuminata*, Carthagena Ipecac. It is distinguished from the Rio by being thicker, of a light brown color, and less distinctly annulate. The relative medicinal value has not been satisfactorily determined. It costs about 10 per cent less than the Rio.

**Cinchona.**

There is no difficulty at this time in obtaining both red and yellow barks of proper alkaloidal strength, but there is difficulty in obtaining barks of distinctive botanical species. Twenty-five years ago our supply came wholly from natural forests in South America, while at this time very little comes from that source. Immense forests of Cinchonas have been planted in India, Ceylon, Java and other Eastern countries, and most of our barks come from these countries. It was early found that by hybridizing various species, barks yielding much larger percentage of alkaloids were obtained, so that most of the cinchonas come from these hybrids. By this process much bark is produced, yielding as high as 12 per cent of quinine, while that official requirement for calisaya is but 2.5 per cent of quinine, or 5 per cent of total alkaloids. These high-percentage barks do not, however, come into the general market, all being taken by the large quinine manufacturers.

The calisaya barks are cinnamon brown, merging into the red, and finely striated on the inner surface. The red barks are darker and more decidedly striated.

**Cinnamon.**

There are three official species of cinnamon, all quite distinctive. *Cinnamomum Zeylanicum*, Ceylon cinnamon, is the very thin papery variety, rolled several layers in the quills. It consists wholly of the inner bark, is of a light yellowish brown color, and good flavor. *Cinnamomum cassia* is the common Chinese cinnamon, is the very thin papery variety, rolled several thickness, about 1-12 inch, of brown color, with the outer bark imperfectly removed, of inferior flavor. *Cinnamomum Saigonicum* is the new official Saigon cinnamon. It is very thick, about 1-6 inch, of dark brown color, consisting of the whole bark. It is of the purest cinnamon flavor. The relative cost is: Cassia, 12 cents; Ceylon, 40 cents; Saigon, 45 cents.

\*New England Druggist.



**Vanilla.**

At the present price of vanilla bean it is worth while to know something of the market varieties. The official vanilla planifolia is a native of Mexico, and is cultivated in several tropical countries. Other species are natives of South America. The Mexican bean hardly needs description except to compare the other varieties with it. The pods are 8 to 12 inches long, 1-3 inch thick, tapering at both ends, the base being hooked, color blackish brown, wrinkled and slightly roughish to the feel, having the distinctive delicate vanilla odor. The present price is \$16. The Bourbon vanilla most closely resembles the Mexican in odor, but differs in having a waxy feel, is a trifle shorter, has more crystals on the surface, contains more vanillin, makes a stronger extract, and costs \$12. It is said to resemble tonka in odor, but I am unable to detect it. The bean known as South American resembles the Mexican in having a roughish feel, but is shorter 4 to 8 inches—of lighter color and inferior odor. It costs \$6. Tahiti vanilla is much like the Bourbon, but shorter and thicker, with inferior odor. Costs \$5. The last two are used principally in cut vanillas, so that unless we have implicit confidence in our dealer, we should buy whole vanilla, or look out for the price. Brazilian vanilla is very different from the other varieties. It is 3 or 4 inches long, very plump,  $\frac{1}{2}$  inch or more thick. I have never seen it in the general market, but it may be used by essence manufacturers. It is of very inferior odor, and costs \$5.

**Acacia.**

There are too many varieties of Acacia to go over them here. I refer to them to emphasize the fact that the true Kardofan gum should be used in preparations. It costs more per pound, but is the cheapest to use, as mucilage or syrups made of it will keep much longer without souring. It is distinguished by being whiter than other varieties, opaque rather than clear, due to many fissures. It is in smallish tears, or more commonly in fragments.

**Aloe.**

It is rather easy to get mixed up with the different kinds of aloe, specially in the powdered form. We have three principal commercial varieties in the market, two of which, the Socotrine and Barbadoes, are official. Socotrine aloe is the best in all ways, and is the only one allowable in official preparations. It is commonly of an orange-brown color, with a resinous fracture, and a rather pleasant saffron-like odor. Barbadoes aloe also resembles Socotrine in color and appearance, but has a rank, nauseous odor. It is used principally as a source for Aloin. Cape Aloe is not official. It is of a greenish-black color, very glossy, and has a bean-like odor. It is the least active of the Aloes. Socotrine costs 40 cents; Barbadoes, 20 cents; Cape, 16 cents. Of course, the Socotrine is most likely to be adulterated, specially when powdered. Small percentages are difficult to find, but larger amounts may be distinguished by the odor.

**Guaiac.**

Guaiac occurs in the market in three forms. The most common is in irregular masses, of a blackish-green color, containing fragments of bark and wood. Inferior lots sometimes contain as high as

30 per cent of such impurities. It is occasionally found in rounded tears of varying size, from  $\frac{1}{4}$  to 1 inch in diameter. This is nearly pure resin, and is of superior quality. It is found, also, in large, homogeneous, clear cakes or masses, prepared by melting and straining. If pure, this is, of course, of superior quality, but in this form is sometimes adulterated with various pine resins. Such adulteration may be detected by treating with hot oil of turpentine, which dissolves pine resins, but does not effect guaiac resin.

**Rhubarb.**

The official Rhubarb is the Chinese, from *Rheum officinalis*, and probably other species yielding roots practically identical. It comes in round or flattish sections, of a yellowish or reddish-brown color, internally mottled with streaks of red and white, but without distinct rays. When chewed it is quite gritty. It is shipped direct from China, or by way of India, when it is known as India Rhubarb. The matter of selection depends upon the quality, rather than the exact geographical source. The European Rhubarb, raised largely in Austria, is of inferior quality. It is derived from *Rheum Rapaonticum*, the common garden rhubarb, and other species. It is distinguished from the Chinese by being lighter in color, not so decidedly mottled, is radiate, and but slightly gritty. It costs about a third less than the Chinese.

**POISONS AND THEIR ANTIDOTES.**

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**IODOFORM SUBSTITUTES.**

Iodoform contains about 29 parts of pure iodine in 30. Its antiseptic and deodorizing effect is therefore due to this element; the carbon and hydrogen with which it is associated render the iodine non-irritant, either when taken by the mouth or applied topically. A great disadvantage attending the use of iodoform is its disagreeable odor. It is impossible to mask entirely this odor, although it may be covered to a great extent by mixing with it various aromatic substances, such as balsam of Peru, Tonquin bean, coumarin, menthol, thymol, oil of sassafras, otto of rose, oil of peppermint, oil of anise, oil of eucalyptus, carbolic acid, etc. A number of odorless iodoform substitutes have been introduced, some containing iodine, and hence supposed to act like iodoform; and others with no iodine in their composition, but which have a similar action to iodoform. Many of these substitutes are proprietary articles of German origin. The result of inquiries made at hospitals, of pharmacists and wholesale chemists and druggists by the *British Medical Journal* shows that these iodoform substitutes have in no way diminished the use of iodoform, and that, in fact, they are in very small demand.

**Iodol.**

Iodol (tetra-iodo-pyrrol) stands at the head of the list of iodoform substitutes as

regards the amount of iodine present. It contains about 27 parts in 30. Iodol is obtained by precipitating pyrrol with iodo-iodate of potassium. It is a micro-crystalline brownish-white powder, having a faint thyme-like smell, and is soluble in six parts of absolute alcohol, but nearly insoluble in water. It is said to produce no toxic action like iodoform when wounds are dressed with it, and its application is painless. Iodol has been used with good results in granular and chronic conjunctivitis, hard and soft chancres and various ulcers much improve under its use. It possesses some anaesthetic action, and acts as an astringent when discharge is copious.

**Losophan.**

Losophan (meta-tri-iodo-cresol) contains 24 parts of pure iodine in 30. It is a greyish crystalline powder, soluble in alcohol, chloroform, oils and fats. It has been found to be useful in parasitic skin affections, but not of general value, and it is apt to cause irritation.

**Iodine Compounds of Salicylic Acid.**

Iodo-salicylic acid and di-iodo-salicylic acid are iodine compounds of salicylic acid, in which one or two atoms of hydrogen respectively are replaced by iodine. Di-iodo-salicylic acid contains 20 parts of iodine in 30, iodo-salicylic acid 15 in 30. These compounds are powerful antiseptics. They possess the combined action of iodine and salicylic acid, and have been successful in the treatment of acute polyarticular rheumatism where salicylates have failed. These acids are in the form of white micro-crystalline powders, slightly soluble in water, soluble in alcohol, ether, fixed oils, and, like salicylic acid, also in collodion.

**Sozoiolol.**

Sozoiolol (di-iodo-para-phenolsulphonic acid) is composed of 54 per cent iodine, 7 per cent sulphur and 20 per cent phenol. It has been combined with sodium, potassium, ammonium, lead, mercury and zinc, which have been suggested as odorless substitutes for iodoform. The sodium salt which has been used is in colorless shining acicular crystals soluble in water. The salt is well tolerated as an external application. It has been given internally in doses of 20 grains three times a day. Sozoiolol has been found useful in the treatment of whooping-cough—3 grains blown into each nostril once daily. A solution of sozoiolol-mercury with iodide of sodium has been recommended for intramuscular injection in syphilis.

**Aristol.**

Aristol (di-thymol-di-iodide) is a reddish-brown powder containing 45.8 per cent of iodine. It is insoluble in water, glycerine or alcohol, but soluble in ether or oils. It has been used successfully in various skin affections, psoriasis, eczema, rhinitis, ozaema and lupus, but has proved unsatisfactory in lichen rubra, soft chancre and gonorrhoea. Aristol has a certain effect on venereal ulcers, but acts very slowly. The only advantage it possesses over iodoform is absence of smell—its activity is inferior. It has been found to be of service in the first and second stages of pulmonary tuberculosis, when no cavities exist. It also lessens cough and night sweats. Burns and scalds have been successfully treated with aristol, and the application of the powder to the cornea has given good results in keratitis, and an ointment in corneal ulcers.

It is of great value in nasal affections; it lessens the discharge, relieves pain and stops bleeding when used as an insufflation in cancer of cervix uteri.

#### Europphen.

Europphen (iso-butyl-ortho-cresyl-iodide) occurs as a pale orange non-crystalline powder, containing 28 per cent of iodine. It possesses powerful antiseptic properties, and, being resinous to the touch, it adheres well to mucous membrane and wound surface, and does not easily cake. A given weight, as compared with iodoform, will cover a surface five times the area of the latter. It is non-poisonous, and acts only when brought into contact with secreting surfaces, which decompose it and liberate iodine. Its lightness and freedom from odor make it specially useful in dentistry. The general opinion of europphen is that it may be used with advantage in all cases where iodoform has been used. Improvement has followed its use by incision and subcutaneous injection in tubercular leprosy, and it has been found serviceable in eye diseases, otitis and ozaena. Europphen has failed in eczema, psoriasis and gonorrhoea, but has given satisfactory results in simple and venereal ulcers and in oily solution injection daily for syphilis.

#### Loretin.

Loretin (meta-iodo-ortho-oxy-chinolina-sulphonic acid) is a bright yellow crystalline powder, odorless, similar in appearance to iodoform. It is very slightly soluble in water or alcohol, and insoluble in ether, but forms soluble salts with alkalis, except with lime. It is non-poisonous and unirritating, and has been used with marked curative effect on burns, ulcers and other wounds.

#### Airol.

Airol, a gallate of bismuth subiodide, is a light greyish-green powder, stable in dry air, but when left in contact with moisture, iodine is gradually liberated. It is insoluble in water, alcohol and ether. Airol is astringent and desiccative, as well as being antiseptic.

#### Di-iodoform.

Di-iodoform (ethylene periodide) forms yellow crystals almost inodorous, insoluble in water, soluble in chloroform and slightly in alcohol and ether. It is partly decomposed by light. It has been recommended as an antiseptic in place of iodoform.

#### Antiseptol.

Antiseptol (iodosulphate of cinchonine.) An odorless brown powder, which has been recommended as a substitute for iodoform. It contains half its weight of iodine, and is soluble in alcohol and chloroform, insoluble in water.

The chief non-iodine compounds which have been introduced to compete with iodoform as an antiseptic are dermatol, thioform, and thioresorcin.

#### Dermatol.

Dermatol is a basic gallate of bismuth recommended as a powerful non-irritant antiseptic and desiccant. Applied to wounds it induces rapid cicatrization, does not irritate nor give rise to toxic effects. It is less suited to septic

wounds and insufficiently stimulating in chronic indolent ulcers. It is a quicker microbicide than iodoform. Its use in the treatment of venereal ulcers has been successful, and also in pustular and diphtherial conjunctivitis, corneal ulcers and pannus, but of little use in blepharitis. Dermatol is a yellow powder, odorless and insoluble in water.

#### Thioform.

Thioform, a basic bismuth salt of di-thio-salicylic acid, is a yellowish-brown powder, odorless, and insoluble in water. Its claim to supplant iodoform is based upon its freedom both from odor and from toxic properties, its greater antiseptic strength, and its desiccative action. It freely absorbs secretions from wounds without forming a crust. As a desiccant antiseptic, especially for eye cases, it has been recommended.

#### Thioresorcin.

Thioresorcin is a combination of sulphur with resorcin. It is a yellowish-white, inodorous and non-toxic powder, insoluble in water, slightly so in alcohol and ether. As a dusting powder it has been used instead of iodoform, and a 10 to 20 per cent ointment for eczema, psoriasis, and other skin diseases.

Since the publication of the above the following have been noticed in the German pharmaceutical journals:

#### Iodo-Gallicin.

Iodo-gallicin, which very closely resembles airol, both in its chemical composition and its antiseptic value, is prepared by the action of bismuth oxyiodide upon the methyl ester of gallic acid (gallicin), and is, therefore, bismuth oxyiodo-methyl-gallol. It is a light amorphous dark-gray powder, insoluble in the ordinary solvents and decomposed by acids, alkalis, and by continued action of water into its constituent parts. It is recommended as being a very powerful antiseptic.

#### Iodoterpine Disinfectant Powder.

This consists of a mixture of iodoterpine in proportion of one to twenty per cent with sterilized kaolin. Iodoterpine itself is a substitute for tincture of iodine, proposed by A. Leven at the International Medical Congress at Moscow. It is prepared by the direct union of terpin hydrate with iodine, and forms a dark-brown liquid of 1.19 sp. g., boiling at from 165 to 175 deg. C. It contains about 50 per cent of iodine, and is easily absorbed by the skin without causing any local irritation.

### DETERMINATION OF THE ALKALOIDS IN KOLA.

A very exhaustive study of the methods of examining kola is published by Dr. Karl Dieterich in the *Pharmaceutische Zeitung* for September 22d, page 647, from which we take the following:

#### Identity Test for Powdered Kola.

The following simple test is given by Dr. Dieterich as being easily applied where the mere presence of caffeine is

not a conclusive test of identity of a powder, and serving as an additional confirmation of the results of a microscopic examination:

Twenty Gm. of the powder under examination are mixed with 10 Gm. of burned magnesia, moistened with diluted alcohol and digested with 100 Gm. of diluted alcohol with the aid of a moderate heat, preferably by allowing to stand in a warm room for twelve hours. The mass is then pressed out, filtered, and the filtrate put into a clear glass beaker of at least 10 Cm. width. In a layer of this thickness the fluid shows a bluish green color, and a fluorescence resembling that of tincture of curcuma. This reaction is only given by raw (unroasted) kola powder.

#### Method for Determining the Total Alkaloids.

Ten Gm. of finely-rasped kola nut are moistened uniformly with water, 10 Gm. of unslaked lime added, and the mixture placed in a patrone. This is exhausted in a Soxhlet apparatus for three-quarters of an hour with chloroform, until the chloroform runs off clear, then rinsed with chloroform, and the solution evaporated not quite, but almost, to dryness. This residue is taken up with 20 Cc. of normal hydrochloric acid, slightly warming, and the solution filtered, washing the filter and evaporating dish carefully, and pouring the solution into a separatory funnel holding 100 Cc. The contents of the funnel are then made strongly alkaline with ammonia, allowed to stand for fifteen minutes, with frequent shakings, and then shaken out three times with 20 Cc. of chloroform each time. The chloroformic solution is then evaporated, preferably in an Erlenmeyer flask, or in a crystallization dish, the latter placed in a capsule with hot water, not directly upon the steam bath (in order to avoid the "creeping over" of the crystals), and the white caffeine dried to a constant weight. This weight when multiplied by 10 gives the percentage of total alkaloid present.

#### Method for Determining the Free and Combined Caffeine.

Ten Gm. of the dry finely-rasped drug is mixed without previous moistening with 10 Gm. of coarse, clean sand, and extracted in a Soxhlet apparatus for two hours with chloroform. The chloroformic solution is evaporated to a constant weight and the combined weight of the fat and of the free caffeine noted. The mixture is then boiled with hot water, the solution filtered and the filter carefully washed. The aqueous solution is evaporated, the crude caffeine taken up with 20 Cc. of normal hydrochloric acid to purify it, as directed above for the total alkaloids. The acid solution is filtered, saponified by the addition of ammonia and shaken out with chloroform three times at intervals of fifteen minutes. This chloroformic solution is then evaporated to constant weight, which, multiplied by ten, gives the percentage of free caffeine present. By subtracting the quantity of free caffeine from the combined weights of the caffeine and fat, determined as above, the quantity of fat present may be ascertained. By subtracting the quantity of free caffeine from the quantity of total alkaloids, as determined in the process first given, the amount of combined caffeine is ascertained.

### Secret Society of Alchemists.

*Le Temps* has published the statement, therefore it must be so, says our contemporary, the *Chemist and Druggist*. The gay city has now an "Association of Alchemy." More than this, the new society publishes a review, bearing the title of *Hyperchimie*, and it sees the light every month at Amiens, under the supervision of M. Jollivet-Castelot, general secretary of the association. On the title-page of the journal we learn that "La Matière est ime. Elle vit, elle évolue. Il n'y pas de corps simples." (There is but one substance. It lives and moves. There are no simple bodies.) It appears an effort is being made to spread the movement in the provinces, and a "Free University of High Alchemical Studies" has been established. It comprises the "Faculty of Hermetical Sciences," the "Faculty of Magnetic Sciences," and the "Spirite Faculty." Diplomas of licentiates and doctors are issued, and the members belong to the "Martinist Order," which is the name of the secret society of alchemy.

It is announced that a course of lectures in the magnetic sciences will be commenced in October, and that students may hope to obtain diplomas to "practice freely magnetism and massage in treating patients." One of the initiators of the movement, M. Sedir, explains the object of the movement as follows: "We propose to undertake the theoretical and experimental study of the evolution and transmutation of bodies. With this object we study the processes of the ancient alchemists—such as Roger Bacon, Paracelsus, Nicolas Flamel, Albert le Grand, Raymond Lully—in order to confront them with the methods of official modern sciences and the work of Berthelot." The association comprises seven councillors, and honorary members consisting of savants who approve of the movement without actively taking part in it.

M. Camille Flammarion is said to be among these. Next come "master members," who superintend the students' work; and, lastly, associates, or "membres adhérents," who are admitted after passing an examination which comprises the general history and theory of alchemy, as well as the elements of physics and chemistry. M. Sedir offers the following theory. He says: "The art of the alchemist consists in uniting the male metals to the female metals. I contend that metals can be divided into sexes in the same way as animals and certain vegetables. The prototype of male metals is gold, which for us represents the Sun and Appollon. Iron and sulphur are male metals. The prototype of female metals is silver, which we call the Moon. Copper is a female metal." He declares that several of his friends have succeeded in making gold, though only in very small quantities. He especially names a M. Strindberg, and also mentions that a M. Tiffereau has found the "microbe of gold."

A few weeks ago the Association of Alchemy of France opened a well-arranged laboratory in accordance with the exigencies of "spagyric medicine." Remedies and elixirs of "hermetic homeopathy" are prepared there by MM. Sedir and Jollivet-Castelot, and at present these remedies are supplied free to physicians on application; but the demand has proved slack. The remedies are described as a "spagyric homeopathic dilution, containing a thirty-thousandth part of digital." A dilution

of verveine, and also a panacea entitled the "perfect dynamisateur." M. Jollivet-Castelot has written a "Treatise on Hermetism," in which he indicates how the alchemist should occupy his time.

### POISONS AND THEIR ANTIDOTES.

Old and new subscribers remitting for one year in advance are presented with a copy of the AMERICAN DRUGGIST'S chart of "Antidotes to Poisons," a comprehensive table of the principal poisons, with the antidotal treatment. Price to non-subscribers 25c.

American Druggist Publishing Co.,  
62-68 West Broadway,  
New York City.

### Professional vs. Commercial Pharmacy.

"Is pharmacy a professional calling or a business pursuit? The retail drug trade seems to be fast approaching 'the parting of the way,' and the individual members will soon be compelled to line up on the great issue now disturbing the pharmaceutical mind.

"It becomes more and more apparent with each session of the convention of the American Pharmaceutical Association," says the *Oil, Paint and Drug Review*, "that there is an evolution going on in the drug business which will ultimately land one class of druggists in a profession and another in a purely commercial business. The character of the debates before the recent Minnetonka convention and of conversations about the hotel lobbies indicate plainly that it is the firm purpose of the more progressive pharmacists to bring about this result. It is stated as a fact that at the present time the commercial side of the business is stronger than ever before, but this is counterbalanced by the other fact that a much higher standard of education is now required; and the simultaneous progress of the two sides, the commercial and the scientific, will surely lead to a cleavage.

"Any one conversant with the progress in pharmacy, and the legislation bearing upon the conduct of its practice, knows that there is to-day practically what may be called a new pharmacy, widely different in the standard of its representatives from that of twenty years ago, and the education and legislation which has brought this about has had its source in the A. Ph. A. which is now, with the true spirit of progress, looking forward to still better things. This was shown in a striking way by a paper read by Professor James H. Beal before the Minnetonka gathering. It dealt largely with legislation upon matters relating to pharmacy, and particularly with the characteristics of a model pharmacy, which it will be the object of the association to have adopted as the basis of every State pharmacy law in the Union. Professor Beal has made a specialty of the study of this subject, and his paper met with general approval.

"The wide-awake pharmacist whose aim is to bring the practice of pharmacy up to the highest possible standard, and secure its recognition as one of the learned professions, is usually an influential member of the State and National Pharmaceutical associations. His less ambitious brother is generally a plodding, painstaking business man who watches the cash book and ledger with eagerness, and looks more after the window display

than the equipment of his prescription case.

"If the ravages of the department store aggregation are not abated, the tendency will be in the direction of extinguishing the druggist who is a business man, while the professional pharmacist's position will ever remain as secure as that of the physician, the attorney, the educator, or clergyman. The *Review* has no hesitancy in expressing the belief that the progressive A. Ph. A.-ers are on the right track!"

### ADVANCED IDEAS IN TEACHING CHEMISTRY.

#### Professor Armstrong, of London, Meets the American Chemical Society.

A special meeting of the New York section of the American Chemical Society was held on Friday evening, October 1st, to enable the members to meet Professor Henry E. Armstrong, of London, who came to this country to take part in the proceedings of the British Association for the Advancement of Science, which met recently in Toronto.

On being introduced to the members of the section by Chairman McMurtrie, Professor Armstrong delivered an informal address upon the methods of teaching chemistry, advocating a complete change from the system now in use, and the adoption of the heuristic method of instruction, which he defined as "teaching the student to find out things for himself."

The lecturer called attention to the fact that the methods of teaching chemistry had changed less in the past forty years than the method of teaching in any other branch. He said that text books should be destroyed, the student put upon a course of detective stories, and then made to find out things for himself, instead of being merely told that certain things are true. He gave an illustration of the beginning of the teaching of chemistry by the heuristic method, and the experiments accompanying the dissertation, while they were exceedingly simple, were conclusive and most interesting.

#### Teaching by Observation.

The student is given some iron rust, told to observe the difference in the relative volume of the rust as compared with iron itself—this he does by taking what we call the specific gravity of the two (a term to which the lecturer strongly objected), which showed, of course, that the rust was lighter than the iron. Apparently, therefore, the iron had lost something in turning into rust, but the student takes some iron filings, weighs them, allows them to rust, weighs the rust, and finds that the iron has gained in weight though becoming specifically lighter. This furnishes what the detective would call a clue. The question arises—whence comes this gain in weight? Apparently from water, since iron in dry air does not rust. An experiment is then made, which shows the fallacy of this conclusion, for when completely immersed in water, free from air, iron does not rust. Consequently the gain in weight is from the air. The student then wraps some iron filings in cheese cloth, puts a wire about the packet,

and sets this in a tube, adjusting the wire so that when the tube is inverted the bag of filings is suspended in what will then be the top of the tube, and he then inverts the tube over water. The rusting of the iron uses about one-fifth of the air present in the tube, the water rising to take its place. Other experiments are then conducted to show that similar action is exerted by one-fifth of the constituents of the air, and the student thus learns what oxygen and oxidation are before he is told the name either of the substance or of the phenomenon.

The lecturer carried out the experiments indicated, all save the weighing, and thus showed the simplicity of the method. The next step in this method of teaching chemistry was the study of an earth, and the lecturer illustrated the use made of limestone in teaching the properties and composition of this earth. He said that all this was legitimately the province of the primary schools, furnishing the best possible intellectual training for the child, as well as laying up a store of facts for use in advanced studies.

He commented favorably upon the manual training he so generally found as a feature of the American primary schools, and stated that in this point we were in advance of England.

#### Practical Difficulties of the Heuristic Method.

Professors Hale, Loeb, Doremus and Bolton pointed out the great practical difficulties which lay in the way of the adoption of this method of instruction, each speaker bringing out some particular phase of these difficulties, although all agreed that theoretically the heuristic method was the ideal one. One of the principal objections to the method is that in the hands of the class of teachers who must be generally depended upon in the primary grades, the work would become even more mechanical than it is now with the aid of text books. Several of the speakers had had experience in both methods indicated.

#### Modern Alchemy.

After passing a vote of thanks to Professor Armstrong, the chairman introduced Professor H. Carrington Bolton, of Washington, who read a very interesting paper upon modern alchemy. The meeting was then adjourned, and the members had an opportunity to see in operation a Holtz machine which is the largest that has ever been constructed, having eight disks, each of which is five feet in diameter. The electrical display from this machine was most brilliant and interesting.

**Dyeing Leather.**—M.—We are placed in possession of the following additional particulars regarding the dyeing of leather through the courtesy of *The Leather Manufacturer of Boston*: In dyeing leather, aniline or coal-tar colors are generally used. These dyes, owing to their extremely rapid action on organic substances, such as leather, do not readily adapt themselves to the straining process, because a full brushful of dye liquor would give a much deeper coloration to what a half-exhausted brush would give. Consequently, to alter and to color leather by the staining process results in a patchy coloration of the skin.

In the dyeing operation a zinc shallow trough, 4 to 6 inches deep, is used, into which the dye liquor is put, and to produce the best results the contents of the trough are kept at a uniform temperature by means of a heating apparatus beneath the trough, such as a gas jet or two, which readily allows of the heat being regulated. The skins to be dyed are spread out flat in the dye trough, one at a time, each skin remaining in the dye liquor the time prescribed by the recipe. The best coloration of the skin is produced by using three dye troughs of the same dye liquor, each of different strength, the skin being put in the weakest liquor first, then passed into the second, and from there into the third dye liquor, where it is allowed to remain until its full depth of color is obtained. Very great skill is required in the employment of aniline dyes, as if the heat be too great, or the skins remain too long in the final bath, "bronzing" of the color occurs. The only remedy for this (and that not always effectual), is to sponge the skin with plenty of cold, clean water directly it is taken out of the final dye bath. The dyed skins are dried and finished as before.

#### LEATHER BROWN.

Extract of fustic .....	5 ozs.
Extract of hypernic .....	1 oz.
Extract of logwood .....	½ oz.
Water .....	2 galls.

Boil all these ingredients for 15 minutes, and then dilute with water to make 10 gallons of dye liquor. Use the dye liquor at a temperature of 110 deg. Fahr.

#### As a Mordant—

Dissolve 3 ounces of white tartar and 4 ounces of alum in 10 gallons of water.

#### FAST BROWN.

Prepare a dye liquor by dissolving 1½ ounces fast brown in one gallon of water, and make a 10-gallon bulk of this. Use at a temperature of 110 deg. Fahr., and employ the same mordanting liquor as in last recipe.

#### BISMARCK BROWN.

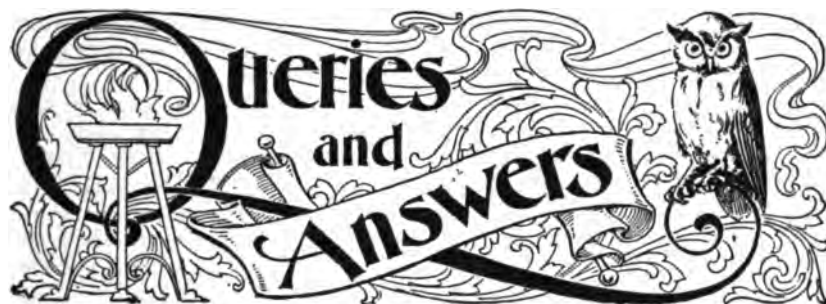
Extract of fustic .....	4 ozs.
Extract of hypernic .....	1 oz.
Extract of logwood .....	½ oz.
Water .....	2 galls.

Preparation—Boil all together for 15 minutes.

#### Method of dyeing:

First mordant the skins with a mordanting fluid made by dissolving 3 ounces tartar and one-half ounce borax in 10 gallons of water. Then put the skins into the above foundation bath at a temperature of 100 deg. Fahr. Take them out, and then put in 1 ounce of Bismarck brown, dissolved in boiling water. Put the skins in again until colored deep enough, then lift out, drip and dry.

**A Prescription Record.**—S. S. B. writes: "In your issue of September 25,



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect. When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**To Deodorize Wood Alcohol.**—C. E. R.—As we have before explained, it is practically impossible to deprive wood alcohol of its characteristic odor without altering the chemical constitution of the spirit. The objectionable odor can be corrected to some extent by treating the alcohol with caustic soda and potassium permanganate with subsequent distillation, one ounce of the soda being sufficient for every gallon of alcohol. The alcohol is allowed to stand a few days in the still, being agitated at frequent intervals. The first portion of the distillate is returned to the still, and this is continued until the odor of the alcohol is changed. The alcohol is then redistilled with potassium permanganate in the proportion of about 1 dram of permanganate to each gallon of alcohol.

The distillate is finally filtered through animal charcoal.

**The Hair-Restorer Formula**, about which you inquire, is credited with the following composition:

Castor oil .....	8 ozs.
Alcohol .....	8 ozs.
Tincture cantharides .....	4 dms.
Oil bergamot .....	2 dms.

Color to the desired shade with alkanet root.

**Administration of Benzozol.**—L. R. J.—Benzozol, being insoluble in water, is usually administered in powdered form, or in pastilles of sugar and chocolate. We think the latter form would prove most acceptable, as benzozol is both odorless and tasteless.

1897, I find an article headed 'A Texas Prescription Record,' in which W. F. Read says that he has never heard of anything like it. I think I can see the gentleman and go him one better. The store of which I am proprietor was established in 1804. From that time until 1849 the prescriptions were not copied, but were kept on file. In 1849 the prescriptions were copied, and I have every book in use at the present time. I am frequently called upon to refill prescriptions that were written in 1849, and it is a common occurrence for me to renew prescriptions that are only twenty years old."

**Remedies for Piles.**—T. G. & S.—We do not place the preparation asked for. The best we can do is to print a selection of approved formulæ from recent files, which we do below:

#### PILE OIL.

An efficacious preparation is made by adding a small amount of carbolic acid to olive oil to form a carbolized oil. Usually one per cent of acid will be found ample. The carbolized oil is injected to the extent of about 2 drams, and left in place as long as it can be retained.

Ointments of varying composition find favor, the following being types:

#### SEDATIVE OINTMENT.

	Grammes.
Cocaine muriate .....	1.20
Morphine sulphate .....	0.030
Atropine sulphate .....	0.020
Tannin .....	1.20
Vaseline .....	30.00

Apply after each passage.

#### COMPOUND TANNIN SALVE.

Cocaine muriate .....	6 grs.
Morphine sulphate .....	6 grs.
Extract belladonna .....	30 grs.
Solution of lead subacetate .....	30 grs.
Ointment of tannic acid .....	3 oza.
Ointment of stramonium .....	5 dms.

Use as an ointment four times a day.

Very good results have been obtained with tar locally applied twice a day in the following combination:

Tar .....	
Extract of belladonna .....	aa 3 parts
Glycerin .....	30 parts

#### CALOMEL AND BISMUTH OINTMENT.

Calomel .....	30 grs.
Morphin. sulph. ....	2 grs.
Bismuth subnit. ....	6 dms.
Petrolatum .....	6 dms.
Glycerin .....	2 dms.

To be applied night and morning.

#### WITCH HAZEL PILE OINTMENT.

Lanolin .....	4 oza.
Petrolatum .....	12 oza.
Glycerin .....	8 oza.
Hamamelis water .....	4 oza.
Tannin .....	2 dms.
Powdered opium .....	2 dms.

Mix the lanolin and petrolatum; add the glycerin in which the tannin has been dissolved; then rub the extracts and opium with the distilled witch hazel and incorporate with the ointment.

Pile suppositories are used with fair success. The following are trustworthy formulas:

#### I.

Iodoform .....	30 grs.
Extract of belladonna .....	3 grs.
Morphine sulphate .....	1½ grs.
Cacao butter .....	180 grs.

Mix and make 12 suppositories.

#### II.

Extract of hamamelis, powdered. ....	60 grs.
Tannin .....	12 grs.
Opium .....	4 grs.
Cacao butter .....	180 grs.

Mix and make 12 suppositories.



### ADVERTISING AID.

### HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### A CONTINUED STORY.

**A**DVERTISING is a continued story. Real advertising is a story that goes on forever. Advertisers will never succeed until they realize this. It is better not to begin at all than to advertise spasmodically or for a brief period only. Advertising is business tonic, and a tonic has to be used persistently to get results. Each succeeding dose helps those that have been taken before. To stop after a few doses is to lose all the benefit. Who would expect results from a dose of tonic taken once in three months? It would be just as foolish to take a whole bottle at one dose. You can't do a year's advertising in a week any more than you can profitably distribute a week's advertising over a year. There are a good many inquiries coming to me indicating that this principle of advertising is not well understood.

Druggists ask whether it will be well to issue a circular or use a newspaper ad. on the occasion of some local gathering, or during a fair, or on the anniversary of their

embarking in business, or whether it is advisable to get out a circular or paper every three months. If this is all the advertising that is done, the chances always are that the outlay would not pay. Such a plan does violence to all the principles that underlie the science of advertising, and the chances of its paying are about as slight as your chance of succeeding in business would be if you opened your store at occasional intervals only. Whatever is done must be done systematically and persistently. Occasional circulars, folders or booklets are all right, when you are doing newspaper advertising all the time. Some form of advertising must be employed at

short intervals. To forget this is to overlook one of the most vital principles.

If your appropriation must be small, divide it up just the same and do a little advertising all the time. By doing so you will run far less chance of wasting your money than if you use it in making an occasional splurge.

In many parts of the country, especially in the East, various coupon and "trading-stamp" schemes are in vogue just now. The general plan is much the same. Certain allied

merchants issue coupons or stamps with each 10 cents' worth of goods bought. These coupons are redeemable under certain conditions at the offices of the companies promoting the scheme. A variety of gifts are offered in exchange for definite numbers of coupons. There have been two or three inquiries from readers of this department as to the merits of the plan.

As far as I can find out, results have greatly varied. In some cases the scheme has fallen flat, and in others it appears to be a success, though it is a little early to predict the final outcome.

The plan has a certain amount of merit, because the prospect of getting something for nothing has attraction for a good share of the human family, but in the end I believe it will be a failure. If it promises to be a success in any quarter, merchants out of the plan are not going to stand by and see the trade lured away by such methods. The result will be that all will finally be at it and all be just that much the loser. As these companies are conducting it, a large number of firms in the same line of trade are admitted. Each additional one let in lessens the value of the plan to the others, and, in the end, a good share of the merchants will realize that instead of securing any substantial benefit for themselves, they are



simply raking chestnuts out of the fire for promoters of the scheme. Children will get to begging the coupons and thus divert them from their purpose. Then, too, there are a great many people, and, the most substantial and desirable of customers, who will not care a fig for such inducements.

If merchants want to make a plan of this kind win, they should take the initiative themselves, confine the arrangement to one dealer in each line, and let the alliance embrace only the leading stores, so as to give character to the scheme. It would be easy to arrange some fair method of redeeming the coupons. At best all such schemes are short-lived and of doubtful benefit.

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### Criticism and Comment.

#### A Paper Well Gotten Up.

New York.

Editor Department Business Hints:  
Dear Sir—Enclosed find the first number of a publication which I intend to issue monthly. Will you be kind enough to criticise it in your next number and thereby enable me to improve on No. 2, which is going to be published on or about October 15th?

Very respectfully,

J. DINER.

Mr. Diner's paper is well gotten up. If later issues are as good as this, they will be effective. There is just about enough advertising in it, enough miscellaneous matter to give it interest, enough prices quoted to interest the economical, and a prize bicycle offer to catch the "something-for-nothing class." Mr. Diner issues coupons with each 25-cent purchase, and at a fixed date the person who holds the largest number gets the wheel. Excellent judgment is shown in the determination to issue the paper every month.

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#### Too Many Heads—Too Little Argument.

North Lewisburg, Ohio.

U. G. Manning:

Dear Sir—I submit a folder for such criticism as you deem necessary. I distributed them in August, and expect to continue the distribution of like ones every three months. This is my first effort, and I am well pleased with the effect. Any criticisms will be gladly received. The Business Hint Department has benefited me in my advertising.

Yours truly,

FRANK CHRISTOPHER.

This is a four-page folder printed on tinted paper. The first page bears this sentence: "Something about a drug store in North Lewisburg." The remaining pages are given up to rather general advertising. It is too general.

There are rather too many heads and not enough argument under them. The amount of matter in this folder could be put into smaller space with good effect. As it is, the large number of heavy display lines, followed by only a few lines of body matter, give the circular a padded look. In the later issue, if no more matter than this is used, the folder can be reduced to about  $3\frac{1}{2} \times 6\frac{1}{2}$  inches, with no loss in effectiveness. There are also too many styles of type used. Two styles are enough. For display lines use type about half the size of that employed in this instance.

Gothic type—the style used in your line, "Your money back if you want it"—would be better for headings than the old-fashioned ornamental type used in the present instance. Unless you do reg-

ular newspaper advertising, you ought to issue a circular at least once a month. Three months is entirely too long an interval. Better make it monthly and advertise fewer things. Talk stationery, sundries and cigars in one. Drugs, prescriptions and your business methods in another, and so on. When you take up a subject, try to put into it some good substantial argument. For instance, under the head of cigars you say:

"Do you smoke? A Cuban will please you."

This is not enough, and you doubtless miss an opportunity by not saying more. I know nothing about this cigar or your

## Honest Smoke.

We have found  
a cigar that can  
stand praising.

We have been buying cigars with our eyes open for several years, but have never found a five-cent one that gave such universal satisfaction as

## The Cuban.

The most critical smokers seem unable to find any fault with it. We put this cigar on sale in January, and it took six weeks to sell the first thousand. Now we sell a thousand every fifteen days.

You will have to try  
a Cuban to realize how  
good a cigar can be had  
for five cents.

experience with it, but you could probably say something after the fashion of the ad. I have outlined here.

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Some other advertising sent in could not be given attention in this issue, but will be criticised in our next.

### THE WAY THEY SAY IT.

#### Sentences Gleaned from Ads. of Various Druggists.

You can have as much confidence in the prescriptions we fill for you as you could if you were competent to fill them yourself, and did it.—Corn Belt Store, Bloomington, Ill.

Bring in your thirst, your wilted collar, your ruffled feelings. Stop at the fountain, drink a glass of Marshmallow with ice-cream. Feels like a gentle snow storm going down your throat. Tastes like flowers smell.—Brodgen, Cortland, N. Y.

Give the little suckers a chance. All requisites for the baby here.—Fetter, Atlanta, Ga.

Doctors may disagree about the treatment of a case, but all agree that pre-

scriptions should be put up here.—Davis, Concord, N. H.

We have the confidence of your physician, why not yours?—E. C. Rennekar, Cleveland.

### WHAT THEY ARE DOING.

Stahlmann, San Diego, Cal., gives a piece of chamois with every box of complexion powder.

A Chicago druggist issues coupon cards to customers. Tooth brushes, dentifrice, perfumes, soap, etc., are given when the purchases amount to \$2, \$3 and \$5.

### Then and Now.

When "St. Jacob's Oil" was first painted on the rocks at Niagara Falls, the ad. was a good one because novel.

When patent medicine almanacs were first issued, folks read them—certificates and all—because some of their jokes were new and professional certificate writers had not become known of all men.

When circulars were first sent to individuals through the mail, they did not all reach the waste basket unread, because people had more vanity about being personally singled out and addressed than they have now.

When the church fairs, and the secret societies, and the charity organizations, and the labor unions and the individuals with a "pull" first began to perpetrate the "programme" and the "hanger" on the defenseless business man, blackmail had vague terrors for the advertiser which have well-nigh all been dispelled.

In truth, the unavailability—not to say utter worthlessness—of these forms of advertising has long since been demonstrated by expensive experience, and the advertising world is rapidly turning to newspaper advertising as the only practical, resultful kind.

And this field grows wider, cheaper and more productive every day, as the facilities for making it attractive and operative upon the masses as well as the classes are being increased.

This is true because the publishers, great and small, of all kinds of current literature, more fully realize that the people want the current business news of the day—the news that enables them to keep thoroughly posted on the current prices of the necessities and luxuries of life along with the daily and weekly and monthly history of the world. They are, therefore, making subscription prices lower, and pushing circulation harder; reaching out further, until all the highways and byways are now permeated by these news carriers, it being practically impossible to find a family, in city, village or country, that does not take and read some sort of a paper.—Ads.

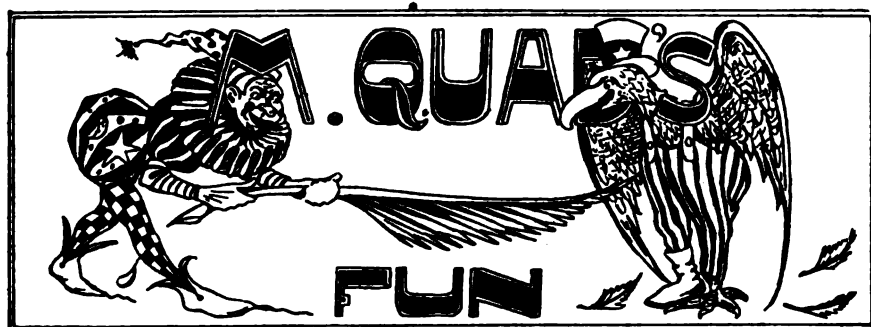
### Getting Even.

New Clerk—This prescription calls for a drug I never heard of and can't find in the book.

Druggist—That's one of Dr. Richman's prescriptions. He uses faked-up names for simple drugs, so that patients will have to go to Catchem & Cheatem's drug stores to get them filled. He has a half-interest in the firm.

New Clerk—I see. What shall I do?

Druggist—Tell the messenger we don't keep photographic chemicals. Then the family 'll get scared and hire another doctor.



## MR. BOWSER'S MEDICINE CHEST.

By M. QUAD.

"What have you got there?" queried Mrs. Bowser, as Mr. Bowser made a great display of taking a package from his overcoat pocket, as he entered the house the other evening.

"Common prudence, madame," was his ambiguous reply.

"Common prudence in bottles?"

"Yes, in bottles. In other words, I have three or four articles for the family medicine chest. I happened to notice they were out, and so I had the bottles refilled."

"You still cling to that fad," she observed, as they went down to dinner.

"Fad! Fad!" he echoed. "After dinner I wish to have a little talk with you. It may be that saving our lives ten times over is a fad, but if so I don't understand it that way."

Nothing more was said on the subject until the evening meal was disposed of and they had returned to the family room. Then Mr. Bowser got his medicine chest out of the closet, placed the bottles therein, and said:

"I figure up that this chest saves us about \$200 in doctor bills every year."

"When has it ever saved us from calling a doctor?" asked Mrs. Bowser.

"Scores of times, madame. But for a remedy at hand at midnight our boy would have perished of the croup. Three or four times I have saved you from death. A dozen times in the last year I have slipped down here at night and taken something to ward off cholera or yellow fever. I wouldn't dare to go to bed without this chest in the house."

"I never took a dose from it, and never will, and if you keep on fooling around you'll make a fatal blunder some night. I wish you weren't such a queer man."

"Queer, eh?" exclaimed Mr. Bowser, as his face began to get red. "Because a husband has the sense and foresight to provide against calamities he is a queer man! Now, listen to me. You are always pitching into me about this medicine chest, which, I reiterate, has saved our lives a dozen times over. I don't want to hear another word. If you are taken suddenly ill at midnight, then may the Lord help you, for you shan't have the benefit of this chest."

"I don't want it," she spiritedly replied.

"Very well; say no more about it. Here's a case in point at this very moment. Something eaten at dinner has given me a slight colic. A dose of Jamaica ginger will relieve me almost at once, save sending for the doctor, and cost about three cents."

Mrs. Bowser picked up a paper and began to read, and Mr. Bowser got a glass and some water and took his dose. Then he replaced the chest and sat down for a smoke, but his cigar was hardly alight before he gave a sudden start and turned pale. Mrs. Bowser was watching him out of the corner of her eye, and she quietly asked:

"Well, don't you feel better?"

"Say!" he replied, as he got up with a weakness of the knees, "that ginger has left a mighty curious taste behind in my mouth."

"Are you sure it was ginger you took?"

"Of course I am. That is——"

"That is what? Mr. Bowser! I told you you'd make a mistake some day and bring about a fatality, and now you've done it! How do you know you didn't take laudanum for ginger? Get down that chest at once!"

His hands shook and his knees wobbled as he lifted down the chest. He had placed a four-ounce vial of laudanum in it a few weeks before, and next day Mrs. Bowser had poured out the contents and refilled the bottle with strong coffee.

"Which bottle did you take your dose from?" she asked, as she opened the chest.

"This one," he replied, as he took up the ginger. He had, sure enough, but she realized that he doubted it, and it was an opportunity not to be lost.

"Mr. Bowser, are you certain sure? Your life may depend upon it."

"Why, I took up the bottle, and—— and——"

"Yes, you took up the bottle—the first bottle you came to, and of course it was laudanum, instead of ginger! That dose was enough to kill an ox. Do you feel strange and queer?"

"Yes——I——do!" he gasped, as he tottered over and fell upon the lounge. "Go for a doctor, and get him here quick, or I'll be a dead man!"

Mrs. Bowser sent the cook around the corner, and ten minutes later the doctor arrived, and she had a few words to say to him before he was admitted to see the patient. Mr. Bowser was simply scared half to death. He knew in a general way how laudanum worked on the system, and he was dead sure that the dose was working on him.

"So your object was to save doctor's bills, queried the doctor, as he felt of the pulse.

"I——I want something done at once!" groaned Mr. Bowser.

"Oh, we'll do the best we can, of course, and I hope it is not too late. How much per year has that medicine chest saved you?"

"Not a blamed cent, and please get to work on me!"

"I hear that you have warded off cholera and yellow fever several times," continued the doctor, as he turned up Mr. Bowser's eyelids.

"Yes——no! No, I never have! I feel awful strange!"

"I presume so, but what if Mrs. Bowser happens to be taken seriously ill at night?"

"I'll get a doctor——two of 'em! Say, can't something be done for me?"

The doctor thought there could. He wrote a prescription to be filled at once, and the cook, whose young man happened to call, sent him up-stairs to walk Mr. Bowser up and down the house for the next two hours. The doctor talked about a stomach pump at first, but finally concluded not to use it. He, however, insisted that Mr. Bowser be kept on the move, and that a shake and a thump be administered at intervals, and just before midnight he was pronounced out of danger and sent to bed. He felt that he had been drawn back from the grave, and was very humble, but after sleeping for three hours he awakened Mrs. Bowser to say:

"Woman, we will call in a lawyer the first thing in the morning to settle this matter!"

"W——what matter?" she sleepily asked.

"I understand all! You poured the laudanum into the glass when my back was turned, but later on got conscience-stricken about it. Yes, in the morning we will call in a lawyer and fix things. That is, unless you have a plan to murder me in——"

"Oh, go to sleep!" interrupted Mrs. Bowser, and she fell back on his pillow and went into dreamland, to sigh and moan and snore and dream that a family medicine chest with eight legs was running him through the woods, and would give him no rest.

## The "Third-Person" Letter.

It is a favorite trick with some advertisers, when they wish to send out a circular, to put it in the shape of a personal letter sent by some one not connected with their establishment, and merely mentioning in the letter the goods or house to be advertised. This is sometimes a good way to advertise, if it is properly done. Such communication must be gotten up so as to look as much as possible like ordinary writing or original typewriting. A printed letter of this kind with a printed signature gives itself away on the face of it, and makes the sender ridiculous, rather than being a good advertisement. This kind of advertising is best where it goes to persons whose mail is limited, as persons who are in business and who receive a quantity of mail undoubtedly would throw it in the waste-basket.—Chas. F. Jones in *Printers' Ink*.

## A Kansas Druggist's Window.

A druggist of Topeka, Kas., fills his show window with many combs of many colors, and puts over them:

"Red combs for red hair,  
Black combs for black hair,  
Brown combs for brown hair,  
White combs for white hair."

A large "yellow kid" with a sign: "I am a back number, but the things inside are all up to date."



### ECCLES SUES FOR LIBEL.

#### Wants a Quarter of a Million Dollars from A. J. White, Ltd., and D. O. Haynes & Co.

An echo of the proceedings taken before the Ohio Commissioner in the offices of McCarthy and Baldwin, 33 Wall street, this city, last April, when Dr. R. G. Eccles was examined by Dr. W. J. O'Sullivan, the lawyer-physician, in the conspiracy suit brought by A. J. White, Ltd., against former Food Commissioner McNeill, of Ohio, and others, was heard this week in the report of a libel suit by Dr. Eccles to recover \$250,000 as damages for defamation of character. Complaint is made that A. J. White, Ltd., is the editor, and D. O. Haynes & Co. the publishers of a thirty-two page pamphlet, the contents of which reflect injuriously, it is alleged, upon the character and standing of Dr. Eccles as a professional chemist. Especial exception is taken to the head lines and introductory paragraphs of the pamphlet which are considered by Dr. Eccles to be defamatory in instances and calculated to hold him up to ridicule. D. O. Haynes & Co. published the pamphlet as an advertising supplement in the *Pharmaceutical Era* sometime last May, and that is why they are made a party to the suit.

When seen last Monday by a representative of the *AMERICAN DRUGGIST*, Dr. Eccles refused to give out a copy of the complaint for publication, and referred the reporter to his lawyer, H. M. Brigham, of 37 Liberty street, this city. Speaking in a general way about the case, Dr. Eccles appeared to be very confident of the probable outcome. He said his lawyer was satisfied that he had a good case, and it would undoubtedly be pushed.

A. J. White, of A. J. White, Ltd., is in England, and Dr. Eccles' lawyer is awaiting his return in order to serve the papers. When J. B. Russell, Mr. White's representative, was seen by a reporter of the *AMERICAN DRUGGIST*, he appeared surprised to learn that news of the coming suit had become public, and although he professed to be quite unconcerned about the matter, he was just a trifle annoyed. He said he was not unaware that a suit of this kind was to be brought, as he had had intimations of it over three months ago. He had not heard anything definite in relation to the suit, however, and was unable to give any particulars as to the specific complaint made. "You can say," he told our representative, "that I am not losing any sleep over the issue. Dr. Eccles lives in a very fragile house.

and it will be dangerous for him to indulge in too much stone-throwing."

The contention of the defendants is that the testimony taken before the Commissioner was privileged matter, and they had every right to publish it. Dr. Eccles concedes this in a measure, but thinks he has good ground for action in the character of the head lines, and the "Editor's Comments," which, he states, reflect distinctly upon his professional character. In order to vindicate himself, he said, he had no other course left open but to institute an action for libel.

Dr. Eccles' lawyer could not be seen when our representative called, it being stated at his office that he was in consultation at the time with W. O. Allison.

### Wholesale Drug Trade Bowling Association.

Instead of decreasing the membership list, the Wholesale Drug Trade Bowling Association has added four more teams, and in the next tournament sixteen houses will be represented. At a meeting, held on September 23d, R. W. Robinson & Son, Bruen, Ritchey & Co. and Whitall, Tatum & Co. were represented, in addition to the following teams which were admitted at previous meetings: Parke, Davis & Co., Colgate & Co., W. J. Matheson & Co., Roessler & Hasslacher Chemical Co., Seabury & Johnson, W. R. Warner & Co., Merck & Co., Dodge & Olcott, Lanman & Kemp, Powers & Weightman, Austin Nichols & Co., Upjohn Pill and Granule Co. and Sharp & Dohme. The Whitall, Tatum & Co. bowlers, with several other teams, resigned from the association before the beginning of last season's tourney, only to return to the fold again. Delegates Marriager, Barnes and Sloane were appointed a committee to make rules and regulations and arrange a schedule, play to begin on the afternoon of October 9th. As it will require eighteen more days to decide the tournament, games may also be scheduled on Monday nights. The teams will play two games against each other at Reid's alleys.

### POISONS AND THEIR ANTIDOTES.

Old and new subscribers remitting for one year in advance are presented with a copy of the *AMERICAN DRUGGIST'S* chart of "Antidotes to Poisons," a comprehensive table of the principal poisons, with the antidotal treatment. Price to non-subscribers 25c.

American Druggist Publishing Co.,  
62-68 West Broadway,  
New York City.

### On the Road to Richmond.

The majority of the delegates to the meeting of the N. W. D. A. and the Proprietary Association, which opens at Richmond Monday, October 11th, will leave New York city on Sunday evening, the 10th. Among those who will be on the special train which will convey the members to Richmond are the following: Chas. Hubbard and wife, C. W. Snow, wife and daughter, Syracuse; W. J. Walker, Albany; Fred. L. Carter, Boston; John N. Carey and wife, Indianapolis; J. B. Horner, daughter, niece and son, S. H. Carragan, W. W. White, W. A. Hamman, Thos. F. Main, J. L. Hopkins, Thomas P. Cook, W. O. Allison and wife, John M. Peters, John W. Cox, of New York and J. W. Johnson, New Brunswick; H. K. Mulford and wife, M. N. Kline and wife, A. R. McIlvain and wife, and M. Aschenbach and wife, of Philadelphia.

Quite a number of the members, however, will avail themselves of the opportunity to take the delightful sail on the Old Dominion line direct to Richmond. Among those who have chosen this route are Henry Jarrett and wife, F. L. Upjohn and wife, I. J. Benjamin and sisters, of New York city, and Wm. H. Weller, St. Louis.

### The Annual Meeting of the Drug Club.

The annual meeting of the Drug Club was held in the club rooms on Thursday, the 7th instant, and seven members of the Board of Directors were elected. The officers of the club are elected by the directors, and not by direct ballot. No other business was transacted than the election of directors. This was done by ballot, the polls being open from 12 to 2 o'clock. The total number of votes cast was 101, one of which was defective. The vote was unanimous for the list of directors nominated by the committee in charge of that duty, the following being the list of directors elected: One year term, J. Edward Young, Jr.; two-year-term, Arthur A. Stillwell; three-year term, Thomas P. Cook, Harry Hall, Alexander Robb, R. P. Rowe, Isaac V. S. Hillier.

The affairs of the club seem to be in very prosperous condition, the attendance steadily increasing with the approach of cold weather. Among the visitors registered during the past fortnight appear the names of the following: Joseph Fels, Philadelphia; Edward H. Hance, Philadelphia; A. Siegrit, St. Louis; Edward C. True and J. Ross True, Auburn, Me.; L. B. Dehmechen, New Orleans, and Edward Mallincrodt, St. Louis.

### Open Your Purses.

BILLOXI, Mass., Sept. 17.—The City Council to-day adopted resolutions calling upon the public for aid, stating that all factories and other industries have closed down, thus throwing all the laboring people out of employment; that nearly all the sick are of that class and unable to purchase medicines and other things necessary in such emergencies. Therefore, an appeal is made to the public for subscriptions to be used for the purchase of medicines, etc., for the sick, who are unable to care for themselves. The appeal is signed by Harry T. Howard, Mayor, and members of the Council.

## WHERE THE MONEY GOES.

### Treasurer Schmidt Defends the Illinois Board.

#### Mr. Ebert Proposes a Change.

CHICAGO, Oct. 5.—In reply to the article in the last number of the *AMERICAN DRUGGIST*, in which it was mentioned that druggists have been commenting upon the expenses of the members of the State Board, F. M. Schmidt, Treasurer of the Board, said: "We are criticised for auditing our own accounts. Now, who else could do it? Every Board I have ever heard of does so. We have a Finance Committee, which audits the accounts, and no member is permitted to vote in regard to his own expenses. It is impossible to give items in our published report, the volume would be too voluminous. But everything is itemized at Springfield. Any one who wishes to do so may go to the State Capitol and go over the books to his heart's content, they are open to the public. Every nickel is accounted for there, and any citizen can inspect the accounts. We are paid for the days spent in active service only."

"That is but a small part of the work. We are criticised for our expenses during these days of working, but nothing is said about the continual labor, for which we get no remuneration. It is suggested that we hold examinations but twice a year. That would be an impossibility, for we would simply be swamped by the applicants, with their thousands of papers. We are criticised for the number of meetings held. Nothing is said in the law in regard to this, except that at least one meeting must be held in Chicago and one in Springfield during the year. The time of the sessions is not limited; we are to stay at work until we are through. I have repeatedly worked from 9 o'clock in the forenoon until midnight. I consider the criticisms unjust, and while I have no complaint to make, I will merely say that a position on the Board is no sinecure."

#### Mr. Ebert on the Work of the Board.

Albert E. Ebert, in discussing the Board's methods, said: "There is a regular committee, appointed by the State Association, to go over the expense accounts, and if the committee does not do its work, it is not the fault of the members of the Board. There is one feature in regard to this plan to which I would like to call attention. It is not quite practical for the committee to go to Springfield, and spend several days auditing accounts at the personal expense of the members. This is one reason the committee does not attend to its work as well as it might. The Association not being in a position to stand the expense, I would offer the following suggestions, as it seems to me the proper thing to do, when a plan like this is not operating successfully, is to make some provision to better matters:

#### A New Plan for Auditing the Accounts.

"This might be done at a small expense if a committee of professional auditors, located at Springfield, could make such a review of the books and expenses as is necessary, and then report to the Auditing Committee, which could in turn report to the Association. Or, an Auditing Committee could be appointed

consisting of members residing in Springfield, or in Chicago, as the Board often meets here, and the books might be brought here and examined. The Board has a Finance Committee, at least it had when I was a member, whose business it is to go over all accounts.

#### Mr. Ebert's Carriage Hire.

"This committee is so strict in its auditing that on one occasion, when I was sick and unable to walk, an item for 50 cents for carriage hire was stricken out—that is, they tried to strike it out, but I told them they were getting unreasonable and they reconsidered their action."

"The bills sent to the committee have to be itemized, and a bill is supplied for everything except postage stamps, for which the Government will give no receipt. From the knowledge which I have of the personnel of the Board I would say that I would not for a moment hesitate to believe that every item charged is a proper one, and should be met."

#### Too Many Meetings.

"Personally I do not approve of more than two or three meetings a year. I do not like to have so many druggists turned out to enter into competition with us, but there is nothing illegal about frequent meetings; the Board could meet every day if it wished to. I wish the law could be changed, so as to have the money spent in other manners. Four meetings a year, I believe, would be ample, and I wish that the members of the Board could devote their attention to raising the standard of excellence in the stores, instead of being compelled to devote their attention to giving examinations and grinding out more druggists."

"The spirit of the law means that the general public should be guarded, and this is not done by turning out registered men by the wholesale. I would like to see the law changed, so that the text would conform with the spirit, and proprietors of stores where improper conditions exist be compelled to change their practices. I am far from being an admirer of the present system, but, as regards the members of the Board, I have no criticism to make."

### West Virginia Board of Pharmacy.

Below appears a list of the pharmacists registered by the West Virginia Board of Pharmacy since July 1, 1896, the date of the last report made by that Board:

W. S. Vinson, John W. Brewer, N. T. Boggs, E. C. Merchant (colored) and F. C. Crider, Huntington; J. A. Graham, M.D., Kingwood; Berry Bosworth, M.D., Huttonsville; W. C. Burris, Short Creek, Ohio; Herbert Pickens, H. D. Harrell, Ph.G., and W. F. Henry, Wheeling; P. R. N. Levi, P. I. Ginter and F. G. Kloemeier, Charleston; A. J. Pickering, Lone Cedar; J. A. Martin, Fairmount; Charles O. Weaning, L. N. Meadows and C. W. Fabler, Martinsburg; R. W. Palmer, Wellsburg; C. W. Petty, Hartford; H. S. Barnett, Amos; E. E. Devoe, Nelsonville, Ohio; J. W. Pigott, Clarksburg, Ohio; F. L. A. Wilson, M.D., Bluefield; J. B. Daniels, M.D., Shenandoah Junction; Miss Veda Fowler, West Columbia; L. L. Kimes, Keyser; A. E. Swiger, Sardis; F. C. Dinges, Brunswick, Md.; O. P. Sydenstricker, Jr., Lewisburg, Md.; O. P. Mercer and M. C. Ney, Bellaire, Ohio; O. J. Stout, Parkersburg; C. L. Johnson, Ronceverte; John McComas, St. Mary's; H. W. Hendershot and W. E. Weiss, Sistersville; E. W. Morris (colored), Lynchburg, Va.; J. W. Cassell, North Wales, Pa.; J. D. Thomas, Evans City, Pa.; L. W. Hart, Romney; E. H. Bartlett, Jr., and J. O. Bosley, Oakland, Md.; John F. Frey, Frosberg, Md.; H. A. Steele, McDonald, Pa.; Frank C. Taylor, Coolville, Ohio; C. W. Neelbe, Philadelphia, Pa.; B. S. Preston, Richmond, Va.; Walter Armstrong, Lantz's Mills, Va.; S. N. Robey, Creston; H. W. Fueller, Allegheny, Pa.

## WILL HE COME BACK?

### A Professional Organizes the Drug Clerks' Society of Cincinnati and Disappears.

#### Where Are the Funds?

CINCINNATI, Ohio, October 5.—Several young pharmacists and a number of wholesale druggists and houses identified with the drug trade, of this city, are very anxiously interested in the present whereabouts of a clever, smooth individual, floating under the name of Parmerly, who came here about two weeks ago from Columbus, Ohio, and organized a local association of drug clerks, as he claimed to have done in the Capital City. He worked various houses to a nicety, and collected about \$200 cash on advertising orders for space in an alleged programme for an outing of the new "association," October 7th, at the Zoo. No steps seem to have been taken toward forming the association, aside from appointments of president and treasurer, made by Parmerly, who, it appears, was the "whole thing," and now the houses who have advanced money to Organizer Parmerly are beginning to believe they have been elegantly duped.

#### Parmerly's First Move

upon arriving in Cincinnati was to call on Henry Raterman, chief chemist at W. S. Wagner's drug store, at Seventh and Vine streets. He introduced himself and presented a strong letter of indorsement from J. Harry Odbert, a representative of Hance Brothers & White, a leading Philadelphia drug concern, and who is an intimate acquaintance of Mr. Raterman's. In his letter Mr. Odbert assured Mr. Raterman that Parmerly was "all right," and that he was a gentleman of the highest integrity, and any favors extended him would be appreciated, etc. Being engaged at the time of Parmerly's introductory call, Mr. Raterman invited him to return the same evening. Parmerly accordingly called and proceeded to outline his scheme, with its numberless advantages, to the confiding drug clerk. He proposed to organize

#### The Cincinnati Drug Clerks' Association,

make Mr. Raterman the first president, arrange for an outing to be given by the association, he assuming complete management of the affair and use the proceeds in establishing the organization, providing the association would authorize Parmerly to get up a big programme, secure advertising thereon, and whatever he realized on the programme was to go to him in recompense for his general work in behalf of the association.

#### Local Approval Secured.

The scheme looked rather alluring to Raterman, and, as he and other drug clerks had such an association under consideration, he determined to allow Parmerly to go ahead and carry out his plans, especially the programme snap.

Having his approval to the scheme, Parmerly thereupon appointed Raterman president of the "Cincinnati Drug Clerks' Association," and had him sign an order as president empowering Parmerly to solicit advertisements in the name of the association. Later Parmerly had circu-

lars printed with the following announcement:

In commemoration of the organization of the Cincinnati Drug Clerks' Association, a picnic will be given at the Zoo, October 7th, which you are earnestly invited to attend. Fifty honorary members will be admitted to the society without payment of any initial fee whatever, and we should be pleased to have you among the number. Kindly send your name to the temporary president and state how many tickets you believe yourself able to dispose of at 25 cents each. All profits go into the treasury of the association.

With Raterman's letter of authority in his possession Parmerly at once set out to secure the desired advertising contracts. How well he succeeded is evidenced by the fact that all the houses approached readily gave him orders on the supposition that the proceeds were really going to the association. Mr. Raterman's high standing with the drug trade gave Parmerly a splendid prestige, and it is stated that he even went so far as to collect on some of the contracts.

#### A Good Canvasser, but a Poor Organizer.

Parmerly's utter neglect in working up the alleged association caused Raterman to suspect, probably, that the fellow was not square, and he endeavored to see Parmerly and countermand the authority given on the programme. Raterman repeatedly asked Parmerly to call and see him, but the fellow always had some convenient excuse to offer for his failure to materialize. Yesterday Mr. Raterman learned that Parmerly had appointed Reuben Herman, a clerk in a Race street drug store, treasurer of the new organization, and had also induced Herman to sign an order similar to the one given by Raterman.

Numerous inquiries from houses who have paid money to Parmerly have reached Mr. Raterman, and threats have even been made that unless the money is refunded proceedings will be taken against Raterman and Herman, upon whose indorsement the money was advanced.

Mr. Raterman yesterday tried to locate Parmerly at Gerde's Hotel, where he was stopping, but the hotel people say he left Friday, and they know nothing of his whereabouts.

Mr. Raterman was seen yesterday by your representative. He deplors the unpleasant position in which he has been placed by the Parmerly representations, and says he will use every possible effort to find him, and either have him refund the cash or suffer prosecution.

Mr. Raterman said: "The fellow came to me with a letter from Harry Odert, and it never struck me that Odert would send him to me unless he knew the man was perfectly reliable. His scheme seemed plausible, and I at once gave him all the assistance I could. No, the association has not been organized. I had several talks with Parmerly, and he impressed me as being straight. I do not understand how Mr. Odert came to get acquainted with the fellow, or what right he had to send him to me, if he did not know him well enough to vouch for his reliability."

It is understood that all the leading drug houses, liquor dealers and cigar men have gone into the scheme, and unless Mr. Parmerly turns up there will be wailing and gnashing of teeth.

Among the druggists visiting New York city during the past fortnight we note the name of H. W. Hummel, of Charleston, S. C.

## BODEMANN ARRESTED.

### Was It Malice or Stupidity?—Accused Honorable and Apologized to.

CHICAGO, Oct. 4.—The whip with which the police have been lashing the Hyde Park prohibition district, in order to drive out the "blind pigs," has hit one of the wheel horses of pharmacy in Illinois. Said wheel horse is none other than William Bodemann. Mr. Bodemann may not like to be called a wheel horse, but he will undoubtedly admit that he delivered a kick that would do credit to one of Mark Twain's mules.

#### A Successful Kick.

The kick was eminently successful, for Inspector Hunt apologized for the arrest, said it was a shame, and refused to allow the case to be called in court. Mr. Bodemann was anxious for a hearing, but the Inspector said he would not permit such a piece of work to be carried on. Owing to Mr. Bodemann's well-known views in regard to the sale of liquor, the extreme energy exhibited by the detectives caused merriment among druggists when they heard of the arrest.

During all the years that Mr. Bodemann has been in business he has never been known to sell one ounce of liquor to be drank on the premises; he will not even keep a soda fountain, hence those who knew him realized at once that some one had blundered. In talking of the matter, Inspector Hunt said: "Why, even my own men have never been able to get a drop of liquor at your stores, and they have tried often enough." The arrest was purely malicious, although it is not known who induced the detective to swear out the warrant. The warrant was sworn out under an old State law that forbids the sale of liquor, outside of bar-rooms, in quantities less than one gallon. The sale in question was made at Mr. Bodemann's Forty-third street store. It was properly registered, the purchaser declaring that it was for medicinal purposes. "If the detective wanted to perjure himself," said Mr. Bodemann, "I do not know that I can help it." Mr. Bodemann has always been a leader in the movement for the suppression of illegal sales of this sort.

### Honorary Members of the German Pharmaceutical Society.

At a recent meeting of the German Pharmaceutical Society at Berlin the director announced that the Executive Committee had for the first time availed themselves of the privilege of electing honorary members, those selected being Dr. Theodore Peckolt, of Rio Janeiro, and Dr. J. E. de Vrij, of The Hague.

### POISONS AND THEIR ANTIDOTES.

Old and new subscribers remitting for one year in advance are presented with a copy of the AMERICAN DRUGGIST'S chart of "Antidotes to Poisons," a comprehensive table of the principal poisons, with the antidotal treatment. Price to non-subscribers 25c.

American Druggist Publishing Co.,  
62-68 West Broadway,  
New York City.

## PROF. REMINGTON SPEAKS OF HIS EXPERIENCES IN EUROPE.

### Brit. Pharm. Conf. and A. Ph. A. Compared.

#### The International Congress at Belgium.

PHILADELPHIA, Oct. 6.—Professor Joseph P. Remington has just returned to Philadelphia, after having attended the different pharmaceutical conferences which were held in Europe this year. Professor Remington had the honor of being selected by the United States Government to represent this country at the Eighth International Pharmaceutical Congress at Brussels, Belgium. In speaking to our correspondent about the preliminaries which are generally involved in a trip of this kind, Professor Remington said that in arranging his trip he received two invitations, one from the British Pharmaceutical Conference, which was held at Glasgow, and the other from the "Deutsche Apotheker Verein" (German Apothecary's Society), at Strassburg. As a strange thing, these two meetings did not occur, as they usually do, about the same time, but one followed the other, which made it possible for Professor Remington to attend both. In speaking of the meeting at Glasgow, Professor Remington said:

#### Views of the British Conference.

"The meeting at Glasgow was more largely attended than any other meeting that has been held. There was a marked similarity between the American and British associations. Both furnished an annual outing for overworked men who rarely take vacations, and it is a significant fact that the social feature in both associations is recognized by the ultra scientists and the commercial druggists. It is true that scientific papers were read and thoroughly discussed at the meeting in Glasgow, which was well attended. It was also noticed that those who were the most active as speakers at the meetings were in evidence at the social functions.

#### The Same Problems to Solve.

"It was interesting to note that the same problems and difficulties, the discussion of which occupy so much time at the American meetings, were also prominent at not only the British meeting, but at Brussels and at Strassburg. Competition from outside sources, department stores and co-operative organizations in Great Britain, while in Belgium and Germany the specialty and proprietary medicine questions were very prominent.

#### The Limitation of Drug Stores.

"In Continental Europe the subject of limiting the number of pharmacies in cities and towns is a burning issue, and it can be said that undoubtedly in European countries the limitation of drug stores, which has prevailed by governmental authority for so many years, is destined in the near future to be a thing of the past.

#### The Social Germans.

"The social element in the German society was even more pronounced than in the other national meetings. In the delib-



erations of the Verein the entire absence of scientific technical papers was noticeable. Business questions affecting the conditions of pharmacy were alone considered, and again it was remarkable that many of the discouraging factors in advancing pharmacy were identical with those that prevail in America. The utmost good feeling, however, was manifested.

"One saw the same smile of welcome upon the features of old friends when they met after a year's absence; the same gathering together in little knots of two or three to discuss the subjects of mutual interest, and again the same regret upon parting when the last day came. Careful inquiry amongst the members revealed the fact that national pharmaceutical associations, no matter in what part of the world held, are recognizing the value of the social features, and scientific and technical subjects are preferably considered in the seclusion of the study or laboratory. To say that this was a revelation feebly expresses the surprise of one who had been taught to believe that the German pharmacist was a man who rarely indulged in recreation and disdained social pleasures.

#### **Cordial Reception to Americans.**

"So far as the reception accorded the representatives from America is concerned nothing could have been more cordial. This was undoubtedly due to the neutral position held by America in international affairs. For, while, personally, representatives of several nations seem to fraternize, yet it was not always possible to hear the expressions of kindly feeling flow toward those who belonged to nations having political grievances with each other; in fact, at the International Congress the absence of the Germans was particularly noted. It is to be sincerely hoped, if the next International Congress be held in Paris in 1900, that Germany will be well represented. If such gatherings are ever to be truly international, political feeling and national grievances must be ignored, and all must meet on the broad plane of the advancement of pharmacy in every country, and scientific men must recognize the truth of the aphorism that 'science knows no language.'

#### **International Intercourse Mutually Beneficial.**

"On the whole, it can be said that American pharmacists would profit greatly through association and contact with European members of their profession, for the latter are undoubtedly highly educated, and, as a rule, very able men. The European pharmacists would profit by accepting many original ideas which his American confreres could easily furnish. The European has not thrown aside many old and effete methods of pharmaceutical practice. The American, on the other hand, is inclined to accept many new methods, simply because they are new, adopting them without sufficient trial. Greater intercourse between the two would undoubtedly result in good to each.

#### **Advantages of the Benevolent Fund.**

"One of the good features noticed in connection with the British organization was the benevolent fund for relieving the necessities of poor and deserving pharmacists and their families. Much good has been accomplished through the

workings of this fund, and it is remarkable that in America, where organized benevolence has been so perfected, that this special field has been neglected. Has not the time arrived for the American Pharmaceutical Association to start a benevolent fund, and profiting by the experience of older organizations, build up an institution which would be a strength to the association, and add another link in the chain which binds the members of the profession together?

#### **Relations of Pharmacists and Physicians.**

"The relations of pharmacists with medical men are more cordial and friendly in America than they are in Europe. This may be somewhat accounted for by the fact that there is not the class distinction between the two in this country that there is abroad. Physicians in Pharmacopoeia work are willing to accept the assistance of the pharmacists, but they do not accept the pharmacists themselves, as a rule. This class distinction has some curious illustrations, and extends in some sections to what would seem to us a ridiculous extreme. A dry salter (a dealer in heavy chemicals), on one occasion took his wife to a function at which a pharmacist (having a retail store) and his wife were present. The dry salter's wife declined an introduction to the pharmacist's wife and refused her social recognition, declining to sit at the same table with her. Upon being asked whether there was any personal objection, she promptly disavowed any such construction upon her conduct; but as she said, she (the retail pharmacist's wife) could never be in her set, and that settled the question."

Professor Remington returned about two weeks earlier than he intended. His trip included a visit to Norway, but the rainy weather obliged him to shorten his stay in that country considerably.

#### **SALE OF STOLEN GOODS.**

##### **Chicago Wholesalers Suffer and Will Probably Combine.**

CHICAGO, Oct. 3.—The formation of an association for the mutual protection of wholesalers against theft, and for their general benefit, is suggested by the late experience of one of Chicago's prominent retailers. Not long ago a man came into the drug store and offered one ounce of morphia and one ounce of codeia at half price. The druggist said that he would buy nothing except according to orthodox methods. Another man came in soon after with one-quarter of an ounce of atropine, which he wished to dispose of cheaply. "Don't bother me," said the druggist, who was not in good humor: "I don't buy stolen goods."

"A lot of men just as good as you buy them," said the man, as he left.

The wholesalers were notified, and brought pictures of their employees for the druggist to identify, but he was not able to do so. One of the men from a wholesale house wanted to know why the druggist had not had the man arrested. The druggist, in reply, detailed a former experience. A man once came into his store and offered two pounds of saffron at a ridiculously low figure. He was arrested, and then the druggist was unable to find out where the stuff had been stolen, and stood a good chance of

being prosecuted for causing false imprisonment. He spent about one month's time and \$100 in working on the matter, and finally found that the saffron had been stolen from a maker of grocers' supplies. He was unwilling to repeat the experience, and suggested that the wholesale men take the risk themselves, form a union, and employ a detective, whose business it would be to respond to a call and arrest peddlers of stolen goods.

It is, of course, impossible to tell how much of this business goes on in Chicago, but it is believed that the sale of stolen goods amounts to a considerable item.

#### **A STATEMENT BY MR. KLINE.**

##### **Says He Did Not Say Things Attributed to Him.**

PHILADELPHIA, Sept. 29.—Our correspondent writes: "I find that in my interview with Mr. Kline, published in the September 25th issue, I have inadvertently done that gentleman an injustice in crediting him with several statements, which came out in conversation, but were not intended for publication. Mr. Kline makes the following statement in correction and denial of the statements attributed to him:

"I regret several misunderstandings of what I said in the interview reported in the issue of the 25th.

"First, I could hardly be properly reported as being 'bitter' concerning the election of Joseph Jacobs as chairman of the Commercial Section of the A. P. A. I was certainly amazed that the retail druggists, as represented in this section, who had so many years combatted the cut-rate evil, should elect one of the representative cutters to this position; but there was no cause for any 'bitterness,' and certainly none for any criticism of Mr. Jacobs, as he, according to the published reports, in a very manly way stated plainly his position, and asked the members present to consider seriously before insisting upon his accepting this position, and, so far as I can understand, deserves no criticism for his part in a transaction which, I again repeat, I could only regard with utter amazement.

"The other misunderstanding is with reference to Frederick Stearns. While I explained the facts to you as a matter of information, I would be the last man to call up a matter which has long since been buried, and which the recent action of the association proves the members present so regarded.

"The most serious error is in the statement that the article of 'Sweet Quinine,' then in question, is still continued on the market by the firm of Frederick Stearns & Co., of which he was the former head, but with which I believe at present he has no active connection. As a matter of fact, I think 'Sweet Quinine' is not manufactured now by any one, and has not been manufactured or owned by Frederick Stearns & Co. for years."

John W. Fogarty has purchased E. H. Everett's store, Nashua, N. H. Mr. Everett has been in business in that city more than twelve years. For the present he will devote his attention to private business.

## WAR ON THE SLOT TELEPHONE.

### Fighting the Telephone Company.

CHICAGO, Oct. 3.—Alderman Frank Gazzolo, a former West Side druggist, who now has a seat in the Council, has declared war against the slot-machine telephone. Alderman Gazzolo has announced that he will ask to have his old order, prohibiting the use of the machines, taken from the files, where it was placed one year ago, and recommitted to the Committee on Judiciary for consideration. Alderman Gazzolo claims that he will have the support of the Retail Druggists' Association, but to those who remember the history of the former contests in regard to this question this claim appears extravagant.

The Eleventh Ward representative gave out the following interview, in which he states his views: "I have taken up this fight again at the request of the retail druggists, who object to the use of slot-machine telephones. At present the Chicago Telephone Company, I am informed, compels the druggists to adopt the slot-machine telephones. If they refuse to use them, I am told the company harasses them by petty annoyances. The first step to be taken is to ascertain whether the Chicago Telephone Company has authority to use slot-machine telephones in the manner in which they are now operated. The city Law Department will be asked to pass upon this and other questions involved, and we may find it necessary to appeal to the courts before the controversy is settled."

There is a vagueness and uncertainty in what the alderman says, which render it difficult to see just what definite way he has in mind of overcoming the system to which he objects. Many other projects like this have been started, but all have a peculiar way of dying during infancy.

### Refined Drugs Must Pay Duty.

The Secretary of the Treasury has decided that under the new tariff act drugs which have been advanced from a strictly crude or natural condition by refining, grinding, cleansing or purifying process are liable to duty without undergoing such conversion as would bring them within the purview of the term "manufacture." Drugs in a perfectly crude state are free of duty.

### Business and Flowers of Fancy.

The following is said to express W. A. Hockmeyer's idea of the business outlook. Mr. Hockmeyer is poet laureate to Tarrant & Co., which will explain the flowery form of his rhetoric. The communication is printed in a recent number of the *Western Druggist*:

When the tide begins to rise slowly in the marshes, everything knows it. The "teche" feels it, the bogs whisper it, the birds twitter it, the air announces it. When the tides of trade begin to set in upon a nation and prosperity beckons to a long depression, everything feels it, everybody knows it. The mills open, the manufacturers start up their looms, the merchants send out their orders, confidence is restored and capital invested. All that is in the air to-day. The bottom of trade, like the bottom of the marshes, is beginning to fill up. A great tidal wave of prosperity is rising, that, before Christmas, will roll over this country from coast to coast. And all the higher will reach its crest because it comes pent with long recoil from fearfully delayed conditions. A discriminating tariff has all to do with this. It always does. When a gardener wants

a tree to grow, he cuts back its branches and calls it in. What is true of a tree is true of all growth. If a country is to prosper, it must be called in closely upon its own resources, so that it can feel its tap root of trade to be within itself and drink at it. Then it grows.

TARRANT & CO.,  
By W. A. Hockmeyer.

### An Eminent Pharmacognoscist.

David Hooper, F.I.C., F.C.S., F.L.S., lately appointed Curator of the Economic and Art Section of the Museum of India, at Calcutta, occupies a distinguished position among modern pharmacognoscists. He began to make his mark in pharmacy twenty years ago, when, as a pharmacist's apprentice, he secured the Pharmaceutical Society's Herbarium Prize, with a collection of 600 British plants. Next, during the 1879-'80 session of the Society's school, he carried off most of the honors and the Pareira Medal. After this, Mr. Hooper had experience in Corby's laboratory, in London, and Southall's in Birmingham, and in 1884 was appointed Quinologist to the Government of Madras, at the cinchona plantations in the Nilgiri Hills. During his tenure of this office he made a complete study of the chemistry of cinchona and of the materia



DAVID HOOPER.

medica of Hindustan. A large part of this work has been embodied in the "Pharmacographia Indica," the standard work on the subject, of which he is joint author in association with Surgeon Lieut.-Col. C. J. H. Warden and the late Brigade Surgeon W. Dymock, Mr. Hooper being responsible for most of the chemical material. He has also edited Dr. Moden Sherriff's "Materia Medica of Madras," while he has published in all over seventy papers and monographs relating chiefly to the chemistry of Indian drugs, several of which have been contributed to these columns. He has been an examiner in chemistry to the University of Madras, and he was official analyst to the Indian Hemp Drugs Commission of 1894. On the death of the Government Botanist and Director of the Cinchona Department at Ootacamund in the Nilgiris, Mr. Hooper acted for a time in that capacity, and on the abolition of his own appointment in the

present year, due to a rearrangement of the services, he was appointed by the Government of India to the Curatorship of the extensive collection of drugs and economic products at the Imperial Museum, Calcutta.

### Amendments to the General Patent Treaty.

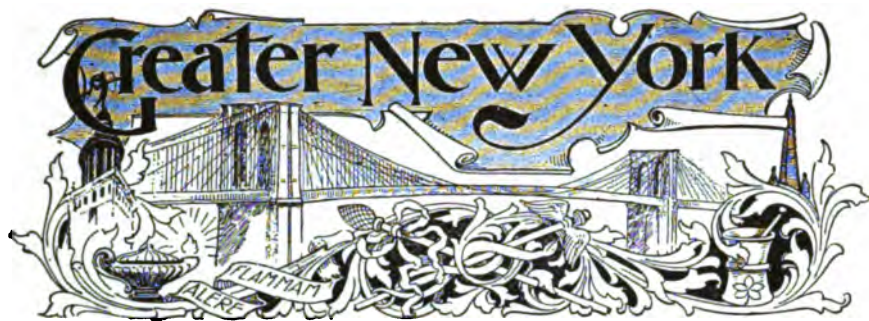
It is announced that Commissioner Butterworth and Assistant Commissioner Greeley of the United States Patent Office are putting in shape amendments to be offered to the treaty existing among the leading nations of the world "for the protection of industrial property." A meeting of the representatives of these nations is to be held in Brussels next December, and it is the purpose of this country to secure, if possible, certain modifications of the present agreement. The convention was entered into for the purpose of protecting patents, trademarks and similar interests.

Article II. of the treaty is one which this country will seek to have changed. As the article stands it provides that the citizens of each of the contracting States shall enjoy in all the others the same advantages as are given to citizens of those States. It has been found that this provision works a hardship on Americans taking out patents abroad entirely out of proportion to the tax on foreigners taking out patents in this country. The intention now is to ask for a reciprocal arrangement which will provide that while American patents may be issued to citizens of other countries on the same conditions in other respects as they are issued to American citizens, outsiders may be required to pay the same fees which their countries require from American inventors. In some countries to become the owner of a patent right costs an American, as well as a citizen, from \$300 to \$700, while the general rate in this country is \$35. An effort will be made to make the rates uniform. There will also be an effort to restrict the articles which are patentable in this country, so that the subject of another country cannot patent an article in the United States on which he cannot secure a patent in his own country. This modification has been suggested by the attitude of Germany. In that country a patent may be obtained for a chemical process, but not on the product. It is alleged that this results disastrously to American interests, enabling German manufacturers in some instances to control the markets here. An amendment will also be suggested on behalf of this country to Article IV., so as to define more clearly the right of priority and put inventors of this country on the same footing as those of other countries where patents are granted without the preliminary examinations which American laws require.

### POISONS AND THEIR ANTIDOTES.

Old and new subscribers remitting for one year in advance are presented with a copy of the *AMERICAN DRUGGIST'S* chart of "Antidotes to Poisons," a comprehensive table of the principal poisons, with the antidotal treatment. Price to non-subscribers 25c.

American Druggist Publishing Co.,  
62-68 West Broadway,  
New York City.



### Personal Mention.

Ellsworth Demarest, who has been in the retail drug business in Ridgewood, N. J., for the past two years, has given up the store, and has sold out his stock and fixtures.

Mr. Edlich, of Eberhard's pharmacy, at Twenty-second street and Tenth avenue, will open a store at the corner of Twenty-first street and Ninth avenue about October 15th.

The Otto pharmacy, which has been at the corner of Paterson and Boiling Springs avenues, East Rutherford, N. J., for the past eighteen months, has been moved to Union Hill, N. J.

Marius Carpentier, N. Y. C. P., '90, has left the employ of F. Goldstein, druggist, at Rose Bank, Staten Island, in order to accept a clerkship at Milhau's pharmacy, 183 Broadway, New York City.

Melvin Wolk, lately clerking at Grossman's pharmacy, 276 Broome street, New York City, has found employment at Walter S. Rockey's pharmacy, on Eighth avenue, near Thirty-fifth street.

Joseph Krauss, the druggist, at the corner of First avenue and Seventy-fifth street, has gone to Europe for a two months' pleasure trip. During his absence the store will be conducted by Mr. Novak.

Paul R. H. Wegener, the head clerk at Cochran's pharmacy, 23 Beaver street, New York City, has just returned from a two weeks' vacation. During his absence his position was filled by Alfred Wieder.

John C. Vetter, who was last employed at S. L. Neier's pharmacy, 76 Huron street, Brooklyn, has made a change, and is now with J. A. Carpentier, druggist, at the corner of 123d street and Eighth avenue, New York City.

Josiah Gardner has resigned his position as manager of the Long Acre pharmacy, and will open a new store one door from the corner of Forty-second street and Sixth avenue, opposite the "L" station, about October 20th.

E. R. Petty, proprietor of the elegant pharmacy in the Prudential Building, and the branch store at 925 Broad street, Newark, N. J., has just returned from a two weeks' vacation and recreation trip which he spent on Long Island.

F. I. Congleton, druggist, at the corner of Ninety-ninth street and the Boulevard, New York City, has gone West for a few weeks' outing trip. He is with a party of friends, and they intend to pitch their camp somewhere in the wilds of South Dakota.

George St. John Snyder, N. Y. C. P., '86, lately in the employ of H. C. Schmidt, druggist, at the corner of Park avenue and Ninety-first street, New York City, has accepted a clerkship at J. A. Carpentier's pharmacy, corner of 123d street and Eighth avenue.

William J. Sheirs, N. Y. C. P., '96, who was the head clerk at Dr. William Mettenheimer's pharmacy, corner of Forty-fifth street and Sixth avenue for the past year, has made a change, and is now clerking at Hunt & Gregorius' pharmacy, 421 Eighth avenue, this city.

Otto Boeddiker, proprietor of the pharmacy at the corner of Fifty-fourth street and Sixth avenue, New York City, has been on the sick list for the past two weeks, suffering with a severe attack of the grippé, but has now so far improved that he has returned to business.

Frank L. Downs has taken a position with Osmar Klopsch, druggist, at the corner of Myr-

tle avenue and Cumberland street, Brooklyn, where he succeeds Albert Bedford. Mr. Downs was for the past seven years at the Douglas pharmacy, corner of Fulton and Pearl streets, Brooklyn.

A. W. Brater, N. Y. C. P., '94, has accepted a position at F. W. Kinsman, Jr.'s, store, at the corner of 125th street and Eighth avenue. Mr. Brater was for the past eighteen months in the employ of the Long Acre pharmacy, corner of Forty-third street and Broadway, New York City.

J. B. Kelley, N. Y. C. P., '97, who lately came back to this city from his home in Susquehanna, Pa., has accepted a position at D. Schleimer's Eagle pharmacy, 133 Bergen street, corner of Hoyt, Brooklyn, where he has succeeded David Ronsheim, who was one of his classmates at the college.

Gustave Wolff, who was employed at T. E. Davies' pharmacy, corner of Thirty-sixth street and Third avenue for some time, is now clerking with Max Gebauer, druggist, at the corner of Twenty-fourth street and First avenue. Mr. Wolff is one of the senior students at the New York College of Pharmacy this winter.

E. J. Agnelly, who came to this city from New Orleans some time ago, has resigned his clerkship at Terrace City pharmacy, Yonkers, N. Y., in order to attend the lectures at the New York College of Pharmacy, where he is a senior student, he having passed his junior examination at the Tulane University in New Orleans, La.

Dr. Joseph F. McCarthy, one of the post graduates of the New York College of Pharmacy, formerly employed at Walsh's pharmacy, Yonkers, and more recently at George B. Wray's pharmacy, in the same city, has resigned his position to matriculate at the College of Physicians and Surgeons in this city, where he will study medicine for the next four years.

Theodore E. Meyers, for the past five years in the employ of W. D. White & Co., druggists, at 63 Public Square, Wilkesbarre, Pa., has resigned his position and come to this city, in order to attend the lectures at the New York College of Pharmacy, where he is a junior student. He has accepted a clerkship with F. T. Dall & Co., druggists, at Columbus avenue and Seventy-eighth street.

### Druggist's Boy Lives in a Cellar.

#### Miniature Soda Fountain as a Toy.

Willie C. Sautter, the ten-year-old son of Charles S. Sautter, proprietor of the store at David avenue and South Fifth street, Brooklyn, has lived in a cellar beneath the store for the past twenty months, and it is only within the past six months that he has come out of the store at all. The case is a very interesting one, as through complete rest and isolation Mr. Sautter has been enabled to cure his son of a degree of nervous prostration which was pitiable in the extreme, and which promised to result in his early death. When first placed in his new dwelling the child could scarcely utter an intelligible word. He was in a highly nervous state, and had been having convulsions almost daily for some time.

The case was diagnosed as one requiring absolute quiet and isolation. Mr.

Sautter fitted up very comfortable apartments in his cellar for the little boy, and devoted every moment of his spare time to the entertainment of the child and to efforts to teach him to speak, for he had never learned to talk. After a month of this rest and isolation the boy began to improve, and has steadily continued to do so, until now he speaks with almost as great fluency as most children of his age, and spends some time each day in his father's drug store. The child took a very lively interest in the soda fountain as soon as he was admitted to the drug store, and his father has arranged for him a complete apparatus in the cellar, which is a perfect miniature, with faucets, mirrors, model fronts, etc., of the larger fountain above stairs. This toy has been one of the chief delights of the boy in seclusion. Mr. Sautter is justly proud of the results following his devotion to his motherless boy, and is daily the recipient of congratulations from friends, who never expected to see the child live six months after he was immured to his underground home.

#### A Lover of Bass.

The black bass has no more devoted lover than Mr. George J. Seabury, whose portrait appears in this relation. Mr. Seabury has spent the summer among the New York and New Jersey lakes, casting for his favorites, and reports excellent fishing in almost all of them.—*N. Y. Truth.*

### WESTERN NEW YORK.

#### Condition of Trade.

**BUFFALO, Oct. 8.**—There is a better showing in the drug trade since the improvement in general business became marked. This will continue so long as the department stores and large groceries attempt no new inroads in the trade, and of late they have remained tranquil, none of them making any new cuts. The fact is that the drug trade has ranged itself so squarely against this sort of competition that it is not so easy to carry it on.

#### Politics in Pharmacy.

There is more politics in the drug trade this fall than usual. It must be said with regret that Mr. Smither did not obtain the backing of his party organization, and was not nominated for Mayor, though there is no doubt that he was the best man proposed for the office. The independents are now teasing him to run on a third ticket, and he is hesitating over the proposition, for he says openly that he was cheated out of his rights in the convention, but it is very doubtful if he accepts such a nomination, as the chances are that he would be defeated, and that would practically end his political career. The Democrats have nominated for Mayor Dr. Conrad Diehl, brother of the Diehls whose drug store is located opposite the Genesee Hotel, and with whom he is closely affiliated. He is a fine man, though not a machine politician, and the issue between him and Lumberman Scatcherd, the Republican nominee, is so far a doubtful one. Dr. W. G. Gregory is taking much interest in the politics of his ward, and is prominent in the Good Government Club there, which has rejected the ward nominees of both parties, and placed in nomination H. A. Menker, the banker-confectioner, for alderman.



## BUFFALO'S LEADING PHARMACISTS.

### Men Who Have Made Their Mark.

[By a Staff Correspondent.]

#### Plimpton, Cowan & Co.

Buffalo has above seventy retail drug stores and only one all-round wholesale establishment, the old house of Plimpton, Cowan & Co., so long known as Powell & Plimpton. This firm was so well established and so favorably known when its sole competitor, the Hubbard Co., went out of business last winter, that no one entered into the competition, though not a few Eastern concerns thought of it and looked the ground over with the intention of locating here.

This is a conservative town, in the drug trade as well as in most others. Most of the members of the retail trade attend strictly to their affairs, and it would not be too much to say of them that they are quite willing that some one else should reap all the benefits to be derived from trying to catch the public eye or sitting in societies or on boards intended for the good of the drug trade and the community in general. But this is the case to a certain extent everywhere, and the Buffalo drug trade contains, for all that, more than its share of bright and stirring members, who are of great value as public citizens.

#### Robert K. Smither.

Robert K. Smither at present leads the local list in more than one respect. He is the president of the State Pharmaceutical Association for the second year and is the chairman on the County Board of Pharmacy. He is the most active and valuable member of the city Board of Aldermen, and has this week announced his candidacy for the Mayoralty, being the only citizen bold enough to take this stand. He has done remarkably efficient work in the board and is known everywhere for his good judgment and incorruptibility. He is also distinguished in his ownership of drug stores. Beginning his career as a clerk in the old Crum store, later and better known as the Trowbridge store, on Niagara street, he established in 1873 the store he still owns at Niagara and Jersey streets, and on the opening of the Elmwood avenue located a second store at Bryant street and Elmwood avenue. This store has lately been doubled in size. A partner, G. I. Thurstone, is the local manager. Not long ago Mr. Smither bought the Chase store on North Main street, and there is now a report that he is soon to be proprietor of a fourth store on Forest avenue.

#### Dr. Willis G. Gregory.

Willis G. Gregory was brought up to the drug business, his father, W. C. Gregory, being not only a successful city pharmacist, but made a reputation the country over in the manufacture and sale of certain specialties, notably syrup of cloves and syrup of liquorice, the latter being used to conceal the taste of quinine. The son took a course in a medical college, but preferred the drug trade to practicing, and is now the owner of two stores, one on Niagara street and the other in the Genesee Hotel. He has

been twice president of the State Association and is the secretary of the County Board, of which he has long been a member. When appointed professor of pharmacy in the new College of Pharmacy, about a dozen years ago, he took a special course under Prof. Oldberg, of Chicago, and has always been a leading member of the college faculty.

#### Plin S. McArthur Has a Handsome Store.

If some one who recalls the old Trowbridge pharmacy in its very best days should drop into its resultant house without previous knowledge of the change that Plin S. McArthur has made in it, surprise would rise into astonishment. It is now located across Carolina street in the new Carmichael flat, and is the best appointed store in the city, all the fittings being of hand-carved mahogany and other appointments to match. McArthur has the courage of his convictions. He came from Yorkshire, N. Y., in 1888, and went through the College of Pharmacy, entered the Trowbridge store, but only to become the proprietor of it soon after. He was for a long time the secretary of the County Pharmaceutical Association and is now its president.

#### Stoddart Bros. Originated the Taste for Soda-Water.

Stoddart Bros. are still on Seneca street, where they have established such a trade that it is not easy to move. And why should they go away from the reputation they have made? They are the originators of the soda-water taste, so far as it is possible for a single concern to be, and produced the craze with their Buffalo Mead, which they sold the country over till soda-water took its place. They are now acknowledged to be at the head of the trade here, employing more than twenty girls to dispense it in the full season. Thomas Stoddart is the president of the Empire State Drug Co., which is successfully combatting in its already numerous proprietary manufactures the loss to the trade caused by the cutting of the prices of patent medicines, which the manufacturers were powerless to stop.

There are other members of the local trade who would merit special mention if space permitted. Considering the many stores and the determined competition of the department stores, which have resolved on driving all competitors out of trade, it must be said with no grain of allowance that the Buffalo druggists are doing well, and that they deserve to do well.

#### Buffalo College of Pharmacy.

The microscopical laboratory is being moved to the wing of the University Building, formerly occupied by the Dental Department. A fine large room, receiving light through long windows on three sides, will be devoted to the instruction given with the microscope in both the medical and pharmaceutical departments.

On the floor below a completely equipped bacteriological laboratory is being installed. Dr. Thos. B. Carpenter, assistant bacteriologist of the Board of Health, will give the instruction in bacteriology in the College of Pharmacy.

Pharmacognosy will also be taught in this wing hereafter. The increased facilities afforded by these three new laboratories will be of great value.

Prof. Hill is away in the Adirondacks recuperating. During his absence his assistants are overhauling the chemical laboratories and getting them ready for the new college year.

#### Notes and Incidents.

Andrew J. Keller, an East Side druggist, has been nominated for the responsible position of City Councilman.

Dr. Thomas M. Johnson, whose troubles as a druggist on Main street are not forgotten, appears to have laid the hoodoo on leaving the street. He first set up a small store on Ferry street, and did so well that he bought a second one on Seneca street.

The Crandall drug store on Ellicott street has been sold to M. D. Rouse, M.D., who was formerly in partnership with John Menzies in a Virginia street drug store under the name of Rouse & Menzies. The new purchase will be considerably improved.

Reports of the success of the preparations of the Empire State Drug Co. lately set up by the Buffalo retail trade, are still very flattering. Druggists say that the sale of some of their old proprietary medicines which come in competition with the new has fallen off more than half.

President McArthur, of the Erie County Pharmaceutical Association, has been brought out in the new role of joke editor of the almanac, to be issued next year by the Empire State Drug Co. He has already sent in a full supply of side-splitters to the editor-in-chief, so that the professional funny man need not offer any of his left-overs.

George W. Barrell, leading druggist of Albion, died October 1st at the age of fifty-six. He had lived in the village forty-four years, and began his life business as a drug clerk on coming out of school, engaging with Nicholas & Paine. In 1866 he started a new store in partnership with Charles G. Carpenter, but has conducted the business alone since 1885.

There is the usual amount of complaint from the old city drug clerks on account of the bringing in so many students at this time of the year to accept places at any price to help them through college. Still, it does not appear that the clerks are so very plentiful. Mr. Smither announces that there is a vacancy in one of his stores, and that he does not want a student to fill it.

The Erie County Board of Pharmacy, at its first October meeting, granted full pharmacy licenses to John Henry Hillagass and Charles A. Libolt. Both are connected with Buffalo drug stores, the former being with Hutchins and the latter with Houlihan. Two applicants were examined by the Board, but, as usual, the final passing on their papers was deferred until the second meeting of the month.

The Buffalo College of Pharmacy opens on the second week in October, and some unusual preparations have been made for the new year. The laboratories of microscopy and pharmacognosy have been moved into the room formerly occupied by the College of Dentistry as an infirmary. This room is finely lighted, has a high ceiling, and is unusually well adapted to the work. The cabinets have all been refitted and individual lockers provided. So far the new students are not so numerous as last year, though it may turn out that the opening day, which is three weeks earlier than formerly, has caught some of the intending students napping, and that they will make their appearance later.

#### Returning From the A. Ph. A. Meeting.



IN THE DOG WATCHES.  
On the bridge of the Steamer Northwest.

## MASSACHUSETTS.

## Bright Business Prospects.

BOSTON, Oct. 7.—Business in this city has not experienced any great boom as yet, but an upward tendency is predicted by conservative dealers. During the summer conditions did not go backward to any extent, despite the inclement weather, which exerted an influence over the receipts of the retailer. Collections during August, however, were hardly up to the normal standard, but a bettered financial condition is expected during September and October. As one wholesaler tersely states, "the retailer will come out all right." If "small straws indicate which way the wind blows," perhaps the excess of registered clerks out of employment proves that retailers are lessening expenses in every conceivable way, and possibly working harder themselves. If so, they are simply following the lead of the foremost houses in all branches.

## Mr. Tilden Reappointed.

The Acting Governor's action in nominating Amos K. Tilden for the Board of Registration in Pharmacy has met with the approval of Bay State Pharmacists. During his term of office Mr. Tilden endeared himself to the trade, and well merits his reappointment. In accordance with custom the nomination laid on the table for one week, and on Sept. 30th it was confirmed by the Executive Council. In commenting on this nomination the *Boston Herald* says: "Acting Governor Crane appears to be filling the bill all right. He nominates Amos K. Tilden to succeed himself as a member of the Board of Registration in Pharmacy, even though Mr. Tilden is a dyed-in-the-wool Democrat. The Acting Governor recognizes the fact that there are no politics in the Pharmacopoeia."

## Candidates for Registration Not Well Prepared.

The Board of Pharmacy held two examinations last month. At the first meeting twenty-nine candidates presented themselves, all of whom failed to pass. Thirty-five candidates were present at the second examination, and only four of that number were successful. The facts above stated and an editorial in the *Boston Journal*, which stated that "the Board of Registration in Pharmacy must be shielding us from a great deal of incompetency," have given rise to the impression that the Board had raised the standard of its examinations.

Investigation, however, has shown that this rumor is without foundation; in fact, portions of the paper used at the first examination had done like service before.

## The Difficulty Is with the Candidates

and not with the Board, and it is the experience of the members of the latter body that the young men who present themselves at the first examination after the summer recess are not well prepared to cope with the questions propounded. The boys probably study less during the summer months, and as a result fail to do themselves justice.

At the last examination the four successful candidates were Roland G. Wright of East Boston, Charles A. Nelson of Haverhill, Hiram P. Comstock of Great Barrington, and Frederic T. Brown of New Bedford.

At the last meeting of the M. S. P. A. a special committee was appointed to confer with the Committee on Legislation, the object being to investigate the matter of freer dispensaries, and subsequent regulation or partial suppression of this mooted question. Recently there was a joint meeting of these committees, at which this subject was discussed at length. The feasibility of conferring with the officers of the Massachusetts Medical Society was also considered, but it was finally concluded that little co-operation could be obtained from this source. Subsequently the matter was referred to the Committee on Legislation, where it will be allowed to rest until such time as it is thought that a reopening of the question will accomplish something.

While it is, perhaps, true that no assistance could be secured from the Massachusetts Medical Society in handling this question, there is no doubt that individually a great many physicians in this State are as firmly opposed to the multiplying of these dispensaries as are pharmacists. The latter may be sure of co-operation from this source.

## Carter, Carter &amp; Meigs Now.

The retirement of Charles A. Kilham from the firm of Carter, Carter & Kilham has resulted in a change which dates from the first of the present month. A new co-partnership has been formed, known as Carter, Carter & Meigs. Joseph E. Meigs needs no introduction to the New England trade, for he has been associated with the firm of which he has just become a member from boyhood, a period of over thirty years. Mr. Kilham's withdrawal from the firm results from his acceptance of the trusteeship of the Armstrong Manufacturing Co.

## Benzine on Fire.

Monday morning's papers stated that Harry D. Carter, a clerk in Henry M. Maxwell's drug store, 94 Federal street, Lynn, was severely burned Sunday morning while in the act of pouring benzine from a bottle, near a lighted gas stove. After the appearance of this report Mr. Carter came out in a letter, in which he indignantly denied that he was the cause of the fire, but stated that it was due to another clerk, to whom no blame could be attached, as it was purely accidental. One of the clerks was severely burned and was taken to the hospital.

## Items of News from the Hub.

Dr. A. F. Metcalf is now proprietor of the store, 117 Ferry street, Malden.

The Walker-Rintels Drug Co., Boylston street, is to open a branch store on Massachusetts avenue.

W. W. Bartlett, Ph.G., is busily engaged in arranging a memorial meeting to the late Prof. Babcock.

Charles H. Hitchcock, Ph.G., has opened a new store at the corner of Huntington avenue and Newton street.

At 945 Washington street is displayed, properly placarded, "Irish moss gathered at Scituate expressly for E. H. Perry."

A. B. Toward, corner of Lamartine and Paul Gore streets, has been succeeded by W. H. Blake, of Springfield.

Burton B. Earle, who has succeeded A. P. Gilson, at 610 Tremont street, announces himself as a "Prescription Specialist."

Fritzsche Bros., of New York, recently received the thanks of the trustees of the M. C. P. for samples of synthetic oils lately contributed.

Henry Spavin, with James W. Tufts, who recently had the misfortune to fracture his arm, is now able to attend to business, and is at his desk every day.

Richard F. Smith, a well-known clerk, and for many years with Charles Clark & Son, Lawrence, has recently purchased C. F. Thayer's store, Holliston.

The creditors of Alfred B. Heath (Heath Drug Co.), 93 Portland street, having accepted the offer of 10 per cent, the arrangement has been confirmed by the Insolvency Court.

The Boylston pharmacy, on Massachusetts avenue and Boylston street, which has been closed for some time, is soon to be reopened. Mr. Harding is managing the business.

James A. R. Underwood is to open a new store on Warren street, corner of Copeland. Mr. Underwood was formerly in business on Boylston street, this city, and at Rockland, Mass.

C. P. Jaynes, Washington, corner of Hanover street, is successfully attracting the attention of the public by displaying an "Automatic weighing machine, which saves the time of five girls."

Hon. C. B. Emerson, of Haverhill, who is known as "The Father of the Massachusetts Pharmacy Law," has recently returned from Squirrel Island, Me., where he annually spends a portion of each summer.

A. D. Mowry, 329 Warren street, has sold his business. It will be continued as the "A. D. Mowry Drug Store," with Charles I. Eaton, who was formerly in business at the corner of Washington and Pelham streets, as manager.

Only timely discovery prevented a disastrous fire in the oil store of Young & Kimball, 109 and 111 Purchase street, on the morning of September 23d. As it was, the blaze was a hot one and traveled rapidly. The stock was thoroughly wet down. The loss is unknown.

E. F. Varney, Ph.G., in charge of the T. Metcalf laboratory, went to the encampment of the First Brigade at Fort Warren during August as hospital steward. Since that time Mr. Varney has been promoted, and is now hospital steward to the First Brigade staff.

R. L. Richardson, president of the Rust, Richardson Drug Co., has been back at his desk over a week. Mr. Richardson is a famous disciple of the late lamented Walton, and invariably lands his fish; consequently, he had no difficulty in creating havoc among the finny tribe at Port Maitland, N. S., where he spent his vacation.

## New England News.

A. Normandin succeeds Dr. Langlois, Pawtucket, R. I.

Thomas A. Hurlbert, of the firm of Hurlbert Bros., druggists, of Portland, Me., was drowned near Peak's Island, on September 8th, by falling overboard from a yacht.

G. A. Churchill, of Burlington, Vt., has been assisted during the summer by J. M. Wiltse, M. C. P., '87. The latter is now pursuing his studies at the Vermont Medical School.

Henry L. Burt, of Putnam, Conn., was dangerously injured on September 26th by the running away of a horse which he was driving. The team was descending a hill, when the hold-back broke, frightening the horse, which, in its wild career, overturned the carriage. One of the occupants was killed, and Mrs. Burt and a lady friend were severely bruised. Mr. Burt underwent an operation. His skull was fractured and several ribs broken.

## Advertising Methods in Corning.

A drug store in Corning, N. Y., has a window filled with cotton, porous plasters, liniment, court plasters, chewing gum and crutches, above which is placed a card with the words, "Bicycle sundries." Another druggist has a wheelbarrow load of earth tipped over, and one can see here and there "nuggets" of bronzed iron. In the window is also a card, saying: "Pay dirt from the Klondike river; a shovelful given with every \$5 purchase." So says a *Printers' Ink* correspondent in a recent issue of that paper.



## Meeting of the Philadelphia College.

### Professor Sadtler Reports on the A. Ph. A. Meeting.

The regular quarterly meeting of the Philadelphia College of Pharmacy was held September 27th, at which the report of the delegates to the annual meeting of the American Pharmaceutical Association was read. Professor Sadtler, as chairman, gave an interesting account of the meeting. In the report he stated that it was his opinion that the papers presented to the scientific section were above the ordinary in value, although the time allotted to this section was much curtailed by the excursion, which took place that day. It was also his opinion that the section on education and legislation was the most important. Referring to the social feature he spoke of the entertainment given by the local committee, and particularly of the informal banquet made up of Alumni of the Philadelphia College of Pharmacy. Of the number who attended this banquet nine were teachers in colleges of pharmacy. The evening was devoted to reminiscences, speeches and a review of the great work of Professors Proctor and Maisch. Mr. Ebert particularly was impressed with the importance of what Professor Proctor did in his time for pharmacy. The report was very favorably received, and it is considered one of the best ever made by any representative of this college. After the report had been read, the question which has been up ever since last June in reference to the advisability of excluding from the Board of Trustees such members as received emoluments, was taken up, and after considerable discussion, it was laid over until the meeting in December. There is a feeling among some of the members that no one who receives pay for his services should be a trustee, but it is thought that they are in the minority, as such action will deprive the faculty of the services of the professors, who are better able to judge the wants and desires of the students than those who have not such practical knowledge. The election for trustees was then proceeded with, and Mahlon N. Kline, C. A. Wiedemann and Wm. E. Krewson were re-elected for a term of three years. As foretold in the last issue of this journal, C. Carroll Meyer was elected to fill the vacancy caused by the death of Professor Bastin. Mr. Meyer has practically no opposition, as his opponent, Thomas Campbell, of Overbrook, offered to withdraw, but, nevertheless, a few votes were cast for him.

### COLLEGE OPENS.

The college is again opened, and on October 1st the first lecture was given by Professor Sadtler at 9 o'clock in the morning. This was to the students of the three-years class, and it partook more of an introductory lecture than anything else, as the class was not fully represented. This occasion was also used to introduce the students to Professors Kraemer and Lowe. In the afternoon the second-year class had a lecture in the chemical and botanical laboratories, and on Saturday afternoon the third class listened to a lecture by Professor Sadtler.

### Philadelphia Notes.

Messrs. Miller & Daly have secured possession of the drug store, 2314 South Twelfth street, where, with added facilities, they hope to do a fair share of business.

Dr. A. H. Smith, 3428 Frankford avenue, has doubled the capacity of his store to accommodate his increasing business.

C. F. Schmickle, who for the past five years has been manager for C. E. Keeler, Fortieth and Locust streets, has been engaged as traveling salesman for H. K. Mulford & Co.

Test Bros., who recently purchased the drug store of C. E. Spenciley, Seventh and Master streets, have opened up a branch store at Fourth and Master streets.

With the recent extensive additions made by L. C. Funk to his store, at Fourth street and Lancaster avenue, it is now one of the most complete and superbly fitted pharmacies to be seen anywhere. The ceiling decorations are especially fine.

## OHIO.

### Still Another Alumni Journal.

CINCINNATI, October 2.—The Alumni Association of the Cincinnati College of Pharmacy had a meeting last week, and it was decided to issue weekly a journal to be devoted to the interests of the college. The journal will contain contributions from the leading pharmaceutical writers of the city, and will be made an interesting publication.

The promoters of the journal expect to make it self-sustaining by securing advertisements from local tradesmen.

Prof. Charles T. P. Fennel, the well-known consulting and analytical chemist, is preparing an interesting article for the first edition. Dr. Julius Eichberg is writing an article for the second number of the publication. The new journal will be purely local in its nature, and it has been promised generous support.

### L. D. Huston Dies.

A sad event of the past week was the sudden death of L. D. Huston, the junior member of the well-known druggists' sundry firm of Gray & Huston, of 240 Main street. Mr. Huston apparently was in good health until last Friday, when he complained of feeling badly, but he assured his family that he would be all right in the course of the day. The following morning he went to his office, returning home about noon. After partaking of the midday meal he lay down and appeared to have recovered, and was sitting up conversing with his wife, when he suddenly sank back on the pillow and expired. The deceased was forty-three years of age, and was a son of the late Joseph Huston, who was engaged in the drug business in Cincinnati for many years. He was a prominent member of the Knights of Pythias, Royal Arcanum, Duckworth Club and Commercial Traveler Association. A widow and one daughter survive him. Only ten days ago Mr. Huston's aged mother died in the same house. The deceased was widely known throughout the Middle States, and for the past twenty years he had traveled and sold goods to the drug trade.

### Heard on the Street.

Cora Dow's recent opening was a big success.

Harry Striethorst has opened a new drug store on West Sixth street.

O. C. Garvey, of Wilmore, Ky., who was burned out a short time ago, came to Cincinnati last week and bought a new stock of goods.

Dr. W. S. Burkhart, the well-known patent medicine man, had his stock on Main street badly damaged by fire a few days ago.

A stable near Lloyd Brothers' chemical warehouse was consumed by fire on September 26th.

The blaze was a most threatening one, and it looked for a time as though the drug house would be consumed.

## LLOYD BROS.

### A Representative Firm Well Known Throughout Ohio.

No business concern in Cincinnati stands higher than Lloyd Bros., the wholesale druggists and manufacturing chemists, at Court and Plum streets. Probably the best known member of this firm is Prof. John Uri Lloyd, Ph.D., whose recent book, "Etidorpha," created such a sensation in literary circles. Prof. Lloyd is a member of the faculty of the Cincinnati Eclectic Medical College, and in years past he was identified with other institutions of an educational nature. As a chemist he stands as high as any man in the country. He has written several text books which are extensively used and highly valued by students. N. Ashley Lloyd, another member of this firm, was formerly a traveling drug salesman. He is vice-president of the National Wholesale Druggists' Association and has a wide circle of acquaintances throughout Ohio and the adjoining States. He is a large stockholder and treasurer of the Cincinnati Base Ball Club. C. G. Lloyd, the third member of the concern, was once a practicing attorney, but he abandoned the legal profession to throw in his lot with his two brothers. He is a botanist of rare ability and has one of the best botanical libraries in the country. Lloyd Bros. make a number of specialties which have gained a foothold in the drug trade. Their colorless hydrastis and fluid extracts are almost too well known to require a lengthy notice at this time.

## C. T. P. FENNEL.

### One of the Best-Known Chemists of Ohio.

Few druggists of Cincinnati, or in Ohio, for that matter, are so well known as Prof. Charles T. P. Fennel, who conducts the pharmacy at the southeast corner of Vine and Race streets. The life of Prof. Fennel is a striking example of what pluck and intelligence can accomplish. He was born in the Queen City of the West, and his entire life has been spent here. Few analytical and consulting chemists in the West are so well known as Prof. Fennel. He was the chemist for the Ohio Dairy and Food Commission for the southern portion of the State under Commissioner McNeal. He is Professor of Chemistry at the Cincinnati College of Pharmacy, and much of the success of that institution is due solely to his efforts. The firm of A. Fennel & Son, of which Prof. Fennel is the head, is a pioneer concern of this city. This firm does one of the largest prescription businesses in Cincinnati, and it has the confidence of physicians and the public. Prof. Fennel has a method of his own for storing poisons and dispensing drugs of a dangerous or explosive nature. The goods are classified and kept in a cabinet in alphabetical order. The laboratory and office of Prof. Fennel are in the rear of the pretty pharmacy. In this laboratory some interesting work is done for people in all parts of the South and West.

**Philadelphia's Oldest Drug Store.**

The old building which stands at the northeast corner of Race and Chester streets, or 817 Race street, is one of the land marks of Philadelphia, and since its construction has been conducted as a drug store, and has never been run by any one outside of the family.

Just about the time that we were having our second trouble with England, in 1812, George Glentworth commenced the erection of the building which now stands at 817 Race street. It was then known as 287, and as the city did not extend that far west many people called it the

store as far as the furniture of the store is concerned. The bottles are of ancient make, and the little jars in which the salves of various kinds have been kept are still occupying their old places and give a curious appearance to their surroundings. At the base of the shelving appears a kind of a little closet with a glass door, on which can be plainly seen such words as "lip salve," "horse powders," "Fischer's pills," "Lee's pills," "eye salve," "breast salve" and a number of other ointments which were in use years ago.

At one time Mr. Glentworth had a large trade for "pearl powder," which

made to secure them. The present owner (a relation of Mr. Glentworth) stated that the original proprietor, having had four of these large bottles, and not wishing to run any chance of having them broken by cold, bought a barrel of whisky and put it into them. Two of the bottles remain, and judging from the smell, which is a very mellow one, the contents are all right.

The shop bottles, which have done duty for so many years, are peculiar in shape, and many of them, if not nearly all, are without labels, as they have been worn by time. Some of the contents have entirely evaporated, leaving but the marks denoting that at one time something was in the bottles.

Prominently displayed is an old certificate issued by the Philadelphia College of Apothecaries, the present Philadelphia College of Pharmacy not being in existence, and it is signed by Charles Marshall, president; William Lehman and Stephen North, vice-presidents, and Daniel B. Smith, secretary. H. A. Flinn is the present owner of this establishment, and he refuses to make any changes in the building. Some time ago the Philadelphia College of Pharmacy had two panels of the store copied and erected in the laboratory of Professor Remington and at some future day it is the intention of the college to fill these cases with the goods which are now in the store.



**Philadelphia's Oldest Drug Store.**

Erected at Race and Chester Streets by George Glentworth in 1812.

country drug store. The building has been but little changed, as the building has been kept in good repair. The interior fittings are quaint and partake of the Corinthian style of architecture. At first when one enters the store one expects to smell incense and other fumes that generally go with the high church. At a second glance the spectator can see that he is not in an up-to-date drug

store as far as the furniture of the store is concerned.

The store and building are the same now as when constructed; there are no changes in the fixtures, although time has dealt somewhat harshly with them, and in the window on Race street are about a dozen large bottles of shape and size no longer seen. Two of these bottles have a little history, which if generally known would lead to an effort being

### **Methods of Prescription Work in a Leading Buffalo Pharmacy.**

The following method of conducting the prescription department of the pharmacy by President Plin S. McArthur, of the Erie County Board of Pharmacy, Buffalo, N. Y., was furnished by F. A. Darin, head of the department:

The check system is employed in a varied form in the McArthur pharmacy and is considered better adapted to the needs of the establishment than any other. All prescriptions are written in a large book, made for that purpose, for convenience as a record and to be referred to at any time. No prescription is ever filled without this copy being taken; pains are taken to make the copy legible to any one, so that it can be made valuable to junior clerks or others not prepared to read too crabbed or careless writing of the average doctor. The record includes date, price and doctor's name.

If there are two clerks at hand one checks off the work as it is done by the other. In case the prescription contains any direction that is obscure or antiquated, the expression is translated and the better phrase is written in the book under the original copy. All prescriptions are also filed away in bundles of 100. To paste them in a book would require too much space.

So far as possible the chemicals, powders and liquids are arranged before the prescription counter alphabetically. The more important chemicals are kept in small, loose drawers or boxes, each labeled in front with the initial letter only; the names of the chemicals, of which each box contains groups of similar combinations, are given on the back of the outside of each box. This is considered an improvement over the usual arrangement.

All poisons are kept in a poison closet, entirely out of sight of the clerks. It is considered a bad practice to allow any poisons to stand where they can be

come a familiar sight. In this way it is easy to separate from actual poisons everything that looks like any of them. The word "poison" is not used on anything that ordinarily comes under the eye of a clerk.

When a prescription comes in a brass or celluloid check is given to the customer bearing a number the same as one that is written in pencil on the back of the prescription. Though many bad accidents have happened by crossing prescriptions, it is a fact that the practice of giving out these checks is not common. Sometimes a prescription is not called for in a week after it is ordered, and it is too much to require a clerk to remember who ordered it.

### A Boy of Promise.

CLEVELAND, Sept. 1.—From time to time, there appears in the various magazines brief, and sometimes lengthy, accounts of phenomenal work accomplished by boys. Occasionally it is a boy upon whose shoulders has devolved the care of



ELMER A. GEORGE.

supporting a family of younger brothers and sisters; sometimes it is a boy, who, desiring an education, sits up at night and studies by candle-light.

As frequently as these cases have been reported, and as strange as these stories seem, yet they cannot come up to one which comes from Cleveland, and which is true in every detail.

This boy's name is Elmer A. George, and he is the son of A. H. George, the latter being one of Cleveland's most prominent pharmacists.

Elmer has just passed his eleventh mile-stone, and yet he knows more in a minute about therapeutics than the average drug clerk would know in six months. The little fellow will begin at one end of his father's store, and walking slowly down to the other end, will name in their regular order the various drugs on the shelves. He will give their symbols, the latin name and the pharmaceutical name, winding up by giving the name commonly used by the public.

"What is arnica?" asked the AMERICAN DRUGGIST correspondent, who interviewed the young pharmacist.

"Arnica is arnica," he replied; "two kinds are sold in a store—tincture of arnica and arnica flowers."

"What is sarsaparilla?"

"Well, that would be hard to say. There are different sarsaparillas. All their purposes, however, are the same. Sarsaparilla works upon and stimulates the glands, thus purifying the blood."

"What is a diaphoretic?"

"Something that acts upon the pores."

"What is a cardiac?"

"Something which affects the heart's action."

"What is an expectorant?"

"Something which acts upon the bronchial tubes."

"Name an official drug."

"Magnesii sulphas."

"What are the coal-tar products?"

"Antipyrine, sulphonal, acetanilid, phenacetine and antikamnia."

"What is the difference between podophyllum and podophylin?"

"The latter is thirty times stronger than the former."

Although the memory of the boy is taxed to such an extent and although so much is expected of him at his father's store, the little fellow more than holds his own in school, and is just three years ahead of other boys of his age in his studies. In the common schools a child usually graduates at the age of fourteen. Elmer is eleven years old and will graduate next year.

It is the all-absorbing ambition of the young pharmacist to become a physician, and anything pertaining to physics or chemistry is eagerly devoured by him.

## ILLINOIS.

### Opening of the College.

CHICAGO, Oct. 4.—Tuesday afternoon the Chicago College of Pharmacy, of the University of Illinois, will open, and the indications are for an excellent attendance. Many improvements for the benefit of students have been made during the vacation period. The flag has been flying over the building for several days, while the young men poured through the door below to enter their names for the course.

### Market Changes in Chicago.

The wholesalers still hold the advantage over the retailers in the local market. Prices in general, as compared with those prevailing thirty days ago, show an advance of about 20 per cent. It is claimed that this is due to the inability of manufacturers to fill contracts, a surprising change in the drug trade. Such a condition has not prevailed here for a long time. Prices are generally steady. Imported goods are showing a reaction from prices which first prevailed under the new tariff, and are lower. Opium, owing to large stocks, is selling for less than it could now be imported. Over-supply is also causing some jobbers to dispose of cream of tartar, tartaric acid, and like preparations, at low figures. There is a good buying movement in drugs and medicinal chemicals.

### Chicago Bowlers Organize.

The members of the Bowling Club established by the druggists of Chicago and affiliated branches of business held a business meeting Friday evening, Oct. 1st. Officers were elected and plans made for the winter's sport. Meetings are to be held Friday afternoon hereafter, so as not to interfere with the office work of the members. A fine medal is to be contested for. The fol-

lowing officers were elected: L. K. Waldron, president; George Armstrong, vice-president; C. A. Stover, secretary and treasurer; Charles E. Mathes, captain of the wholesalers' team; George R. Baker, captain of the retailers. The outlook for the success of the club is excellent.

### Grocers Can't Sell Beef, Iron and Wine.

The State Board of Pharmacy has got after grocers for selling beef, iron and wine preparations. As a consequence this tonic will no longer be found near the flavoring extracts. It is held that the grocers not only have no business to make such sales, but that the mixtures are impure. Other prosecutions against adulterations are being actively carried on.

### Pass the Illinois Board.

Illinois State Board of Pharmacy examined 102 applicants for registration September 14, 15, 16 and 17, 1897, at Chicago. Twenty-eight passed for registered pharmacists, as follows:

Otto T. E. Behmer, Timothy M. Donovan, Henry C. Eckart, Frank A. Forbrich, Louis P. Hall, Alden D. Hughes, Clara B. Hummel, Charles J. L. King, Leo S. J. Linden, Anton Liska, Harry G. Menn, Alex. Murray, Edna F. Nichols, A. J. Nimmo, William C. Ohlendorf, Egil T. Olsen, Harry H. Pinney, Otto Porger, Alexander G. Schlieker, F. Gus J. Stieber, Otto W. Tanke, Carl M. Turnquist, Charles J. Wangler, Noble S. Ward, Daniel Wohld, Jr., all of Chicago, and Edward V. Brown, M.D. Hebron; Elbert F. Nebeker, Danville, and H. Isidor Roden, Momette.

The next meeting of the Board for examination will be held in Chicago November 16, 1897, at 173 Thirty-ninth street. New applications must be on file at the office in Springfield at least ten days before the day set for examination. Those who have applications on file must also give ten days' notice before taking examination. This requirement is necessary in order to make suitable preparations for the class, and will be strictly enforced. Affidavits from registered pharmacists of time service must be filed at least three days before the examination. No applicant will be admitted to these examinations except those who comply with the above requirements. Address all communications to Frank Fleury, Secretary, Springfield, Ill.

### Chicago Notes.

A. C. Cole & Co. have moved their store from Fifty-sixth street and Jefferson avenue, to Forty-third and Indiana avenue.

The Rives & Montrose Co., importers of sponges, has been succeeded by George H. Rives. The firm's office is at 196 Randolph street.

J. Fugaze has sold his drug store at Thirty-first street and Calumet avenue to W. F. Herman. Mr. Herman has been clerk for Edward L. Stahl, Jackson street and Fifth avenue, for some time.

C. J. Morrison has purchased the E. J. Dearth pharmacy, at Grand Ridge, Ill., and will modernize it. He recently left big orders with Morrison, Plummer & Co. and with Whitall, Tatum & Co. He was connected with Gross & Delbridge for four years.

W. C. Ohlendorf, 28 Blue Island avenue, Chicago; J. C. Longcor, Belvidere, Ill.; W. I. Dougherty, of Marengo, Ill., and H. L. Hogan, of Lake Forest, Ill., have all had stores fitted out lately by A. & H. Revell & Co. Mr. Hogan's fixtures are of quartered oak. The fittings purchased by Mr. Longcor are exceptionally fine.

Dr. L. L. Bond and Druggist John Hart, of West Side, Iowa, were callers recently at the factory of the Searle & Hereth Co. Mr. Hart was the first customer whose name appeared on the ledger of the firm, and the fact that he is still doing business is a recommendation that speaks well for the company.

William Donaldson, sixteen years old, who is said to be the nephew of W. A. Adams, a wealthy druggist, of Detroit, Mich., was arrested by the South Chicago police while attempting to steal a ride on a train. The boy was of good appearance and well educated. He was sent to his uncle in Michigan.

Whitney & Jacobs, who recently opened a new store at Clark and Polk streets, have acquired Medicine Hall, at 167 Custom House place, in the heart of the Tenderloin district. Mr. G. A. Jacobs was employed at this stand nine years and apparently stands an excellent chance to succeed. L. J. Whitney comes from Michigan, and will have charge of the Clark street store. The store was furnished by A. H. Revell & Co., the fittings being of quartered oak. The only cigarette license in the neighborhood is being carried at this place.

Two judgments, aggregating \$8,166.90, have been entered in the Circuit Court in favor of ex-Mayor Hopkins, of Chicago, against Frank G. Secord, a druggist at Pullman and Hyde Park. Executions were issued on the judgments, and a levy made by the Sheriff on drug stores in the Arcade Building at Pullman and 109 Fifty-third street, Hyde Park. The judgments were obtained on notes given by the defendant to Mr. Hopkins June 1st and June 15th last as collaterals for loans made. Frank G. Secord has been in the drug business for a number of years. He is a brother of Mr. Hopkins' business associate, Frederick H. Secord. It is said that the amount owing to Mr. Hopkins represents nearly all the liabilities of the defendant.

J. W. Oliver & Co.'s drug store, at Harvey, Ill., was entered by thieves a few days ago before daylight and an unsuccessful effort was made to open the safe, which contained \$110 and valuable papers. Failing in their efforts to force the combination, the men opened two cash drawers, one belonging to the Chicago Telephone Co., and secured the contents, amounting to \$7. The men cut through the lower panel of a door at the rear, and, after disconnecting the wires of a burglar alarm, opened the door, and did not close it until they left the place. Policeman John Healy saw two men in the store and a third man standing near the door at 2 o'clock, but, thinking they were the proprietor and his friends, had no suspicion, and proceeded on his beat. Ex-Mayor Lamb discovered the robbery at 6 o'clock and notified Mr. Oliver.

### The Attfield Testimonial.

A pamphlet has been sent to the subscribers to the Attfield testimonial containing the names of all the subscribers, and a report of the proceedings at the presentation, edited by the honorary secretary to the committee, Mr. John Moss. The following letter is printed as an introduction to, and an explanation of, the pamphlet:

"Ashlands," Watford, Herts,  
July 31, 1897.

Dear Mr. Moss: At the recent gathering here of some hundreds of my past pupils and other friends I endeavored to express my deep gratitude for the album of autographs and the plate then presented to me. The press generally—daily, weekly, illustrated, medical, chemical, pharmaceutical—and that of Herts, locally, has liberally noticed the proceedings at the assemblage. Only, however, by direct postal communication can I be certain that evidence of my delight and thankfulness will reach the eyes of every one of my pupils, colleagues and others who thus hail me by their autographs from all parts of Great Britain and Ireland, India, our Colonies and the chief universities and cities of Europe and America. You and some members of your committee have also expressed a wish that every signatory should have a record of the inception and organization of the project of a testimonial to me, a description of the album and plate, complete lists of contributors, and an account of the ceremony of presentation. Now, our united desires can be accomplished if the committee will allow me to use and extend the type of the documents they have issued from time to time, and if you will be good enough to edit and distribute the resulting pamphlet. I beg the addition of this favor to your and their many kindnesses.

Yours faithfully, JOHN ATTFIELD,

### Editor of the British "Medical Journal" Loses a Limb.

Ernest Hart, the brilliant and able editor of the British *Medical Journal*, has undergone the amputation of a leg, the step being rendered necessary by necrosis

of the bones of the foot, which followed an ulceration, doubtless associated with glycosuria. His many admirers will be pleased to learn that he has made a safe and rapid progress toward recovery.

## MISSOURI.

### Fair Business.

ST. LOUIS, Oct. 3.—The St. Louis fair and festival season is at hand, and has its effect upon the druggists' business, as well as all other lines of trade. All the wholesale drug houses are busy entertaining the many customers, who combine business with pleasure, and stock up for the winter while visiting the city.

### St. Louis Fires.

There has been a mild epidemic of fires in this city during the past week, and the druggists came in for their share. Dr. Hiram Young's store, at 2000 North Broadway, was almost totally destroyed by fire on the evening of September 26th. The doctor and his wife live over the store, and were both severely burned. Professor J. M. Good's drug store, at Jefferson avenue and Olive street, was found ablaze on Wednesday afternoon, September 29th. Before the fire engines arrived considerable damage was done to the rear of the store.

The Herl & Frerich's Chemical Works in South St. Louis came in for a five-thousand-dollar blaze on September 29th. It is a little uncertain just how the fire started. But for the efficient work of the Fire Department and employees of the works, St. Louis would now be minus one of its leading chemical plants.

### Delegates to the N. W. D. A.

The following delegates from this city will attend the convention of the National Wholesale Druggists' Association, at Richmond, Va., on the 12th instant: Theo. F. Meyer and E. J. Scholl, of the Meyer Bros.' Drug Co.; A. H. Duncan, of the Paris Medicine Co., and Chas. Standinger, manager of the Malt Neutrine Department of the Anheuser-Busch Brewing Association.

### Getting Ready for the State Board Examination.

On October 11th the Missouri Board of Pharmacy will hold an examination in this city for the benefit of those who wish to test their proficiency in this profession. Many clerks are burning midnight oil and cramming their heads with botanical names, chemical formulas, etc. From all indications there will be a large number appear for the examination.

### Opening of the College of Pharmacy.

The St. Louis College of Pharmacy began its fall session to-day. The indications are for an increased attendance over last year. The laboratories have been enlarged and much valuable apparatus added to the chemical department. The Alumni Library will be kept open every Friday night for the accommodation of students of the College and members of the Association.

### Rumors of a New Wholesale House.

Autumn has come and with it the same old annual report that St. Louis is to have a new wholesale drug house by the first of the year. This time the names of the Moffit-West Drug Co. and the

Richardson Drug Co., of Omaha, are connected with the rumor. A similar report has been circulated every year since the Richardson Drug Co. were burned out at this place some eight years ago, but, of course, the same names are not always used. Close investigation shows that the rumor has no foundation in fact.

### News Items.

C. F. G. Meyer, president of the Meyer Bros.' Drug Co., is home from his summer vacation spent in Europe.

S. B. Douglas has been appointed chief clerk at Johnson Bros.' drug store, Broadway and Franklin avenue.

Charles W. Nau, well known in local drug circles, is proprietor and manager of the new store at 6360 Florissant avenue.

E. Reiselbach is now proprietor of the J. C. Proctor drug store at Twentieth street and Olive street. Mr. Proctor will probably go West.

W. E. Stille recently returned from a visit to his home in Germany, and has purchased the A. C. Smith pharmacy, at Eleventh and Madison streets.

O. W. Heyer has given up his old stand at Broadway and Franklin avenue, and by October 15th will be in new quarters at Jefferson avenue and Olive street.

Charles Lipe and Miss Emilie Boehl will be married at the bride's home in this city on October 20th. Mr. Lipe is city salesman for the J. S. Merrell Drug Co.

John Carey, of the Carey Bros.' pharmacy, is home from Denver, Colo., looking much improved in health and spirits from the several months spent out in the mountains.

Louis Able, a well-known St. Louis drug clerk, has started out for himself, and is now proprietor of a handsome drug store at Marcus and Spaulding avenues.

S. L. Livingston, one of the leading drug clerks of this city, is laid up in the hospital with a crippled foot. It will be several weeks before he can resume his duties.

S. Boehm, Eighth and Morgan streets, has been making extensive improvements in his store. New fixtures, new paint, new stock, etc., make the place appear like a new stand.

Walter Wittenberg, Ph.G., is the new pill-roller at the St. Louis Polyclinic, Jefferson and Lucas avenues. This place averages 125 prescriptions per day, and one clerk fills them all.

Charles Caffol and L. P. Young have been up to Horseshoe Lake, near St. Charles, Mo., in search of anything that wore fur, scales or feathers. They returned with a large stock of fish yarns, and also tell fabulous stories of the game they killed. Mr. Caffol is manager for the Judge & Dolph Drug Co. Mr. Young has charge of their store at Fourth and Market streets.

### Advertising Sky High.

Druggist Walter Perrin, of Potsdam, N. Y., believes in advertising, therefore Druggist Walter Perrin is successful. He is up to snuff on all the new means of attracting the attention of the public, and his latest is the sending up of a big balloon. Fireworks are attached, and by their light the printed letters on the balloon may be read by the stars above and the people below. The first sky-scraper was sent up Saturday evening, and one is being sent up each evening of the fair.—*Gouverneur Free Press*.

### Too Often Forgotten.

What you pay is not half so important as what you get in advertising. The cheap medium is nearly always much more expensive than the high-priced medium when results are considered.—*Trade Press*.





## AMONG THE TRAVELING SALESMEN.



ROBERT L. SERVICE,  
With J. M. Maris & Co., New York and Philadelphia.



W. WILLET JONES,  
With Frederick Stearns & Co., Detroit, Mich.

## TWO WELL-KNOWN TRAVELING SALESMEN.

Samuel T. Crissy, of the C. L. Flaccus Glass Co., of Pittsburg, will hereafter represent his firm in Europe. He sailed for England to take the agency for the C. L. Flaccus Glass Co. a few days ago.

T. H. von Boemle is a recent valued acquisition to the staff of the Mattson Rubber Co., manufacturers of druggists' rubber goods, 241 Greenwich street, New York City. Mr. von Boemle, or "Van," as he is better known to the trade, has a wide acquaintance among both wholesalers and retailers, owing to his twelve years' connection as druggist sundries buyer, with Humiston, Keeling & Co., Chicago. He has been more recently with the Cleveland Rubber Co., of Cleveland, Ohio, and is looked upon as a very successful salesman in his line. He will take the position of manager of the sales department with the Mattson Rubber Co., and will devote most of his attention to the wholesale trade. The Mattson Rubber Co. are pursuing a very aggressive policy, and are maintaining the activity developed soon after the reorganization of the firm last June, with H. W. Williams and W. G. Brewer at the head of affairs.

G. W. Roice, of F. W. Arnold & Co., is spending a season in Buffalo in the interest of this company's specialties. He knows how to handle them and is always welcome here.

F. H. Restell, of John Wyeth & Son, has been here three weeks lately, and appears to have canvassed the trade thoroughly.

William B. Robeson, who represents the foreign house of A. Chiris, of France, is making a trip among his customers. As is the custom of this house, G. Billois, of Grasse, France, is also with him, and in this way they keep in touch with the wants of the trade.

H. F. Doherty, representing the Davol Rubber Co., is making a visit among his customers in this city.

George A. Fuller, who represents Ed. Pinaud, was here last week, and he stated that he had a very successful trip.

Charles M. Edwards, of Gilpin, Langdon & Co., Baltimore, whose home is in this city, has returned from a trip to the western part of this State and New York.

T. N. Kerlin, who represents Rosengarten & Sons, is now again at work, after having spent two weeks at Atlantic City.

A. B. Wilson, who represents George D. Leuders & Co., of New York, has had with him on this trip George D. Leuders, a member of the firm.

The partnership of Long & Neely, which has existed for some time, has been dissolved by the retirement of Mr. Neely. Louis Genois has taken his place, and the firm is now known as Long & Genois. During the last ten years there have been a few changes in the management of the drug store at Twelfth and Chestnut streets. Previous to Long & Neely securing control it was conducted by Mr. Genois, so that his entrance into the firm brings him back to his old store.

William McDaniel, Jr., of Keasby & Mattison, was for several days in the Medico-Chirurgical Hospital recently, recovering from a painful operation.

Fred. W. Jerrom, formerly of the Philadelphia Wholesale Drug Co., has secured a position with Hance Bros. & White.

William McCorkle, Twelfth and Somerset streets, has moved from the store at the northeast corner to the building located on the southwest corner. He has had it fitted out in a very handsome manner, the interior being of mahogany finish, and there is a considerable display of glass. He has also bought a fine fountain, and has made this store one of the handsomest in that section of the city.

H. J. Ruff, formerly manager for T. E. Hinkman, at Eleventh and Brown streets, has bought out the drug store of Dr. Goldsmith, at Sixth and Division streets, Camden, N. J.

Van Dyke Bros. have sold their store, at 4638 Woodland avenue, to Edwin C. Stout, who was formerly a clerk for Dr. Evans, at Sixth and Venango streets.

No commercial traveler of the drug variety is better known to the New England trade than is Samuel C. Neill, who has for many years solicited orders for George C. Goodwin & Co., 36 Hanover street. Mr. Neill is a hard worker while on the road, but he believes in having a good time when the vacation period arrives. He recently returned from a delightful trip to Washington, Gettysburg and Luray Caverns, but that trip only whetted his appetite for more, and on the 4th inst. he left for Buffalo with a jolly party, known as the Ancient and Honorable Artillery Co. At the conclusion of this trip he will be ready for the road and business.

Genial "Tom" Mullen, who has recently been called to the inside department of Carter, Carter & Meigs, finds it difficult to tear himself from his old love—"the road," and so his old customers and friends in Haverhill and vicinity will have the pleasure of seeing him every week. His trip is a short one, as he is never away more than two days of each week. The balance of the time he is at his desk in Merrimac street. Besides possessing the ability to sell drugs "Tom" is a crack bowler, and is already getting the kinks out of his arm in anticipation of the winter's campaign. He expects to be an important element in demonstrating the superiority of the C. C. M. team in the tournament to come.

A salesman popular among the craft in this State is Robert J. Lampa, the well-known traveling representative of Lehn & Fink, New York. Mr. Lampa's efforts are usually rewarded by a goodly supply of orders for the home office.

H. D. Bowker, of the Holyoke Envelope Co., Holyoke, Mass., has been calling upon his St. Louis customers during the past week.

D. M. Dutsch has been looking after the interests of A. W. Faber, of the renowned Faber lead pencil, at this point for the past few days.

Gustav Fuchs, of Kohler, Fuchs & Co., York, Pa., has been in this city for the past few days. He says the cigar business is very good at this point.

Louis Ash, of Louis Ash & Co., New York, is placing some good-sized cigar orders among the St. Louis firms.

Norbert Becker, of the Gundlach-Bundschu Wine Co., San Francisco, Cal., is booming business at this point.

I. W. Blood, of the Davidson Rubber Co., is in St. Louis, and is not letting any grass grow under his feet, either.

C. A. Foarth can place orders for trusses when many others fail. He represents I. B. Seeler & Co., of Philadelphia, and has been camping in St. Louis for a few days.

Ben Newman is booming the brush business for J. C. Pushel, of Boston, at this point for the past few days.

C. W. Connery reports the instrument business good at this place. He represents Randal & Connery, of Boston.

Charles H. Robbins, retail man for the Dolber Goodale Co., while playing ball with the Windermere Hotel nine against the Chicago Beach team, fell and broke his leg while trying to steal second base. Friends of Mr. Robbins may be surprised to learn of his rash attempt to steal second, but there is an unconfirmed rumor afloat among the trade that he saw representatives of the Horlick Malted Milk Co. and the Eskay Food Co. talking to a nurse who was standing near third base, and this, it is claimed in certain quarters, may account for his undue haste to make the circuit of the bases.

H. B. Woolston, formerly city salesman for Whitall, Tatum & Co., is now Chicago manager for the Whitney Glass Works.

Henry Dalley, of Lazell, Dalley & Co., perfumers, New York, is visiting the trade in Chicago.

Morrisson, Plummer & Co. have received calls lately from N. J. Tobey, Sturgis, Mich.; B. B. Borden, Plainfield, Wis.; J. J. Rice, Mt. Carroll, Ill.; William Strehle, Petersburg, Ill.; J. T. Sternits, Emmetsburg, Iowa; W. A. Mercer, Walnut, Ill.; E. C. Carris, Washington, Iowa;

C. H. Foss, St. Charles, Minn.; Mr. McDaniels, with the Wyoming Drug Co., Rawlins, Wyo.; W. A. Jones, South Haven, Mich.; Otis Jones, New Buffalo, Mich.; E. W. Cassingham, Wilmington, Ill., and E. B. Sorley, of Murray, Utah.

R. L. Green, manager of the cigar department of Morrison, Plummer & Co., has gone to Indianapolis for the week.

F. M. Fish, manager of the London laboratory of Parke, Davis & Co., was a recent caller in the city. This firm has secured the contract to supply the Health Department with antitoxin for the coming year.

W. F. Rudolph, north side salesman for Robert Stevenson & Co., has been freely accorded the sympathies of his associates lately owing to the death of his mother.

C. H. Ballheim, one of the Iowa salesmen of Robert Stevenson & Co., has returned to his territory, after taking a vacation in Wisconsin.

R. W. Petty, of Reed, Carnrick & Co., who makes his headquarters with Fuller & Fuller, has gained considerable newspaper notoriety of late owing to the fact of his disappearance on the eve of his wedding. His fiancée became alarmed and called at police headquarters to ask aid. She said that Mr. Petty carried considerable money, and she was afraid that he had been murdered. The officers started out with a hue and cry, and gave long interviews to reporters, explaining their various theories, but not a trace of Mr. Petty could be found. Word came from him at last saying that he had been called to Philadelphia on a business trip, and that he had sent a notice to that effect to the young lady. The message was never received, and the lively uproar was the result.

*Juniper Berries* are offered with some show of freedom at 2½c. to 2½c., but little interest is extended to the article, and the sales have been in a jobbing way wholly.

*Menthol* is firmer under the influence of stronger foreign advices, and we note an advance to \$2.00 to \$2.15.

*Morphine* reflects the improvement in opium, and manufacturers have generally advanced prices. N. Y. Q. quoted \$1.85 in bulk; R. and S., \$1.90. Some large sales have been effected both for prompt and future delivery, owing to the prospects of higher prices for raw material.

*Opium* has no more than maintained the firm position noted in our last. The demand continued brisk for a few days, and values underwent a fractional advance, but attention has been withdrawn lately, and no transactions for speculative account have come to the surface. The market, however, still retains its firmness, in view of the fact that local values are below cost of importation. Jobbing parcels have sold here at \$2.70, which is a close inside figure, while natural in cases is held at \$2.65; powdered is higher at \$3.35 to \$3.55.

*Quinine* has developed remarkable firmness, the activity noted in our previous review continuing within the past fortnight until the market has gained decided strength. Manufacturers have again advanced prices to the range of 28c. to 30c., a figure that has not been reached for six or seven years back. While the advance is generally attributed to the rise in price of bark, those in possession of inside sources of information have other views of the situation, and regard the advance as due to natural causes, aided to some slight extent by the combination of German manufacturers, who have endeavored to stifle destructive speculation by manipulating the market to the disadvantage of second holders. It is not anticipated that values will go very much higher, though the tendency is still upward. N. Y. Q. brand is now quoted at 28c., Brunswick at 27c., and other brands 25c., nominal, for 100-ounce tins. The price from second hands is generally 29c. to 30c. for bulk, but supplies are offered sparingly, a further advance being anticipated.

*Saccharine* has been advanced in price by the agents of the German manufacturers to \$15.00 for 500-pound lots of refined, and ordinary to \$15.50. The decline is attributed to a cessation of competition with a rival make under a different name, it being intimated that the German owners of the Saccharine patent have been successful in their fight against hydra sugar.

#### DYESTUFFS.

*Cutch* is a trifle irregular, but without quotable change, and moving rather slowly.

*Divi Divi* of prime quality has sold fairly in the interval, the current transactions being at \$42 to \$45.

*Gambier* continues weak, with little consumptive demand experienced.

*Nutgalls*, Blue Aleppo, are in improved position, with import cost fully up to current jobbing quotations. Holders are now prepared to accept orders at 12½c.

*Sumac* is in moderate demand only, but the market is firm in tone, with Sicily quoted at \$43 to \$47.50 and Virginia \$33 to \$36.



## Review of the Wholesale Drug Market.

NEW YORK, OCTOBER 9, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

The trade in drugs, dyestuffs and chemicals continues of satisfactory proportions for the period, with considerable animation shown in the case of a few of the leading staples. Quinine in particular has been in active demand and large sales have been made in a speculative way. Readers of this Review have been kept fully informed of the course of the market for this article, and the higher prices which obtained at recent bark sales have been referred to as factors in the advance in price of alkaloid and the increased attention which has been given to it. Opium has shared attention to some extent with quinine, but the advance scarcely equalizes the import price plus the new tariff. The market has quieted down somewhat, but the undertone is very firm and a further advance is anticipated by most dealers. As will be perceived by inspection of our original package prices, there has been a general toning up of values and numerous price revisions are to be noted.

#### DRUGS.

*Alcohol* is without important change. There has been a fair inquiry, with the business passing at \$2.30 to \$2.32 for grain; wood is maintained at the recent advance from 75c. to 80c.

*Balsams*.—Copaiba is only in limited demand and values are easier with sales at 36c. to 38c. for Central American, and 40c. to 45c. for Para. Peru has sold well in a jobbing way at \$1.95 to \$2.00. Other

balsams are without change of importance, and prices are as last quoted.

*Bark*, soap has been inquired for to some extent and values have appreciated slightly, or say to 8c.

*Bicarb. Soda* (English) is quoted higher, and domestic is unchanged. The former is quoted \$1.87 to \$2.00 and the latter \$1.50 to \$2.00.

*Buchu Leaves*, short, are in very limited stock, and with an improved demand prices have advanced materially, recent sales being at 18c. to 19c.; long are also firmer, with 18c. to 20c. quoted.

*Cacao Butter* shows increased activity, and foreign bulk is generally quoted 28½ to 29½c. as to brand.

*Caffeine* is weak and irregular, owing to keen competition among holders. While \$5.00 remains the open quotation sales have been made in a quiet way at about \$4.90 to \$4.95.

*Castor Oil*, as we noted in our last, is showing some activity. Following the advance in crude, prices have advanced all along the line, and medicinal quality is now ½c. higher.

*Cod Liver Oil* (Norwegian) is held with increased firmness, and \$23.00 is now generally quoted as an inside value for large lots. The advance is attributed to the influence of stronger foreign cables.

*Cinchonidine Sulphate* has been in active demand from second hands, with the sales at 13c. to 14c., but, as the available stock is almost cleaned up, nothing now offers below 16c.

*Ergot* attracts little attention, and the few sales making are at previous prices, or, say, 12c. to 15c. for German, and 16c. to 17c. for Spanish.

## CHEMICALS.

*Acetate of Lime* continues firm in the face of a reported combination of makers to control prices; quoted, 85c. to \$1.30 for brown and gray, respectively.

*Arsenic* is only in limited demand, but prices are unchanged; white held at \$5.25 to \$5.50, and red Saxony \$6.25 to \$7.25.

*Blue Vitriol* is held and selling in moderate quantities at 3½c. to 3¾c.

*Carbolic Acid* is maintained in firm position, though the demand is weak at the moment.

*Chlorate Potash* is selling fairly in small lots at 9½c. to 9¾c., and 9½c. to 10c. for crystals and powdered, respectively.

*Citric Acid* does not vary materially in price. In the face of a limited demand 33c. to 33½c. will buy barrels and kegs respectively.

*Quicksilver* is slightly firmer, and a fractional advance is noted, say to 51c. to 52c.

*Tartaric Acid* is selling to some extent, and the requirements of the trade are met at 31½c. to 32½c., and 32c. to 33c. for crystals and powdered, respectively.

## ESSENTIAL OILS.

*Anise* continues firm, and the quotations of the market are well sustained at \$2.10 to \$2.15.

*Cassia* is in demand and firm at \$1.35 to \$1.65.

*Citronella* (native) is held with increased firmness, and values are higher to the extent of 3c., the present quotations being 30c. to 32c.

*Peppermint* is fractionally lower and a trifle unsettled. Bottled goods are quoted at \$1.35 to \$1.45, and prime Western and Wayne County at \$1 to \$1.15, respectively.

*Rose* has been weak for some time, and our revised quotations show the range at \$4.50 to \$5.50.

*Sesame Oil* is lower, in view of the increased supplies, and 63c. is now named as an outside figure.

## GUMS.

*Aloes* continues in firm position, and the market is well sustained at 2½c. for Curacao; Cape held at 5c. to 5½c.

*Asafetida*, in a jobbing way, continues selling at 19c. to 21c. and 16c. to 18c. as to quality.

*Camphor* continues dull, and values are slightly easier, with refined in barrels quoted at 37½c.; cases, 38c., and Japan compressed, 37c.

*Gedda*, *Guaiac*, *Kino* and other druggist gums are without new features of importance, and we quote the range as before.

## ROOTS.

*Aconite* continues in fair jobbing demand, with sales at the range of 9c. to 10c.

*Belladonna* is in improved demand, and values have appreciated to some extent, with 12c. to 13c. now quoted.

*Blood* continues scarce, and for the small available supply 6c. to 7c. is asked.

*Colchicum Bulb* is in better supply, and values are easier, with 6c. to 8c. quoted.

*Ginseng* is coming forward a little more freely, and Southern offers at \$2.25 to \$2.50 and Northern \$2.75 to \$3.25. Although the decline in value of this root was fully commented upon in a preceding issue, the price revision in our original package prices in our last issue was inadvertently overlooked.

*Kava Kava* is maintained firmly at 11c. to 12c., with sales at these figures.

*Golden Seal* has continued to increase in value, owing to extreme scarcity, and holders are asking about 35c. for the small available supply.

*Jalap* continues in fair demand, and holders are firm in their views at 10c. to 12c.

*Senega* remains without important inquiry, but values are steady at 20c. to 25c.

*Snake* is quiet, but firm at 17c. to 20c.

## SEEDS.

*Anise*, Spanish, is fractionally lower; quoted, 7½c. to 8c.

*Canary*, Smyrna, is without important change; sales at quotations.

*Caraway* is jobbing fairly, and holders ask and obtain 4½c. to 4¾c.

*Mustard*, California yellow, is held with increased firmness, sales being within the range of 3¼c. to 3½c.

## HINTS TO BUYERS.

A McPherson (Kas.) druggist has the shortest name on record. It is Ek—L. P. Ek.

F. N. Burt, Buffalo, N. Y., is one of the most enterprising of the paper-box men, and our readers should write him for quotations and samples before placing orders.

If you have not seen the *Druggist Sundayman* you should not fail to write for a copy, which will be sent free of charge by the publishers, Fox, Fultz & Co., Warren street, New York City.

The Dunkley Celery & Preserving Co., of Kalamazoo, Mich., have a novel plan of advertising, which has proven very efficacious. Druggists who wish to keep posted should write to them at once for details as to this plan.

Every druggist has it in his power to make a good thing for himself in the sale of Gombault's Caustic Balsam for veterinary use if he will write to the Lawrence-Williams Co., Cleveland, Ohio, for advertising matter for free distribution.

"Something for nothing" is the attractive proposition laid before the drug trade by I. S. Johnson & Co., 22 Customhouse street, Boston. Druggists who wish to get wrapping paper without cost should correspond with this firm.

Druggists in need of wood boxes will do well to correspond with the old reliable house of Henry H. Sheip & Co., Philadelphia. The grade of work turned out by this concern is unexceptional, and their prices have always been considered attractive.

We take pleasure in calling attention to the line of perfumes advertised by the old reliable house of Ed. Pinaud in their advertisement, which appears in the present number. For extracts, cologne waters, face powders, soaps and lotions, the name of Pinaud is sufficient to make a ready sale.

By far the most artistic and striking designs in prescription blank covers are those gotten out by the Aluminum Specialty Co., 125 West Thirty-second street, New York, who will be pleased to send quotations on a special introductory order to correspondents, mentioning the *AMERICAN DRUGGIST*.

The special family case of toilet paper gotten up by the A. P. W. Paper Co. for the drug trade is one of the best selling lines of toilet paper ever placed on the market, and should be kept in stock by all druggists. For trade prices write to the A. P. W. Paper Co., Albany, N. Y., mentioning this journal.

The Williamsburg Cork Works, 383 Lorimer street, Brooklyn, have long made a special study of the needs of the pharmacists in the matter of corks, and druggists who wish to get the benefit of this experience should write to them for samples and prices, stating the particular kind of work in which the corks are to be used.

A steadfast friend of the drug trade for thirty years past has been Julius Fehr, manufacturer of Fehr's Compound Talcum Powder. In selling Talcum powder, druggists should remember that Fehr's has always been sold through the legitimate drug trade, and has been advertised solely to druggists and physicians.

For medicinal purposes the "Natrona" brand of bicarbonate of soda is nearly always given the preference, as it is a remarkably pure product, being manufactured exclusively from cryolite. It can be obtained from jobbers generally or from the manufacturers, the Pennsylvania Salt Manufacturing Co., Philadelphia.

The Germania Wine Co., Hammondsport, N. Y., make a most enticing offer to the drug trade on an assorted case of their excellent wines. For full particulars as to this case, which is sold at about half the actual cost, our readers should write to the Germania Wine Cellars, Hammondsport, N. Y., mentioning this journal.

The reputation which is possessed by the W. J. M. Gordon Chemical Co. for the purity of their products is so great that Gordon's glycerin is generally accepted as the standard brand by the drug trade everywhere. It is handled by all jobbers, and druggists who are careful as to quality should not fail to specify "Gordon's" when ordering.

Antitoxine, the heart tonic, made by the British Antitoxine Mfg. Co., Downing Building, Fulton street, New York City, has recently been reduced in price, and is now sold at \$1 per ounce in powder, or five-grain tablets, with the usual discount on quantity lots. For full information concerning this preparation, our readers should address the manufacturers as above.

One of the most attractive lines of granular effervescent salts on the market to-day is that put up by the Armstrong Manufacturing Co., of Boston. Not only are the prices particularly low, but it is claimed that the goods are much more permanent than is usual. Druggists who are in the market should certainly correspond with this concern before placing their orders.

There are many little jobs in printing which a druggist can do himself in his leisure moments, and thereby effect considerable economy in his printing bills. The Kelsey Press Co., of Meriden, Conn., make a specialty of fitting up druggists for this class of work, and will be pleased to send an illustrated pamphlet of presses and printing material to readers mentioning this paper.

The action of the retail trade throughout the country indicates the popularity of the idea of every retailer selling his own preparations as a means of combatting the cut-rate evil. This gave rise to the sale of "Non-secret" remedies, such as are put out by C. B. Smith & Co., 863 Broad street, Newark, who will be pleased to send catalogues and quotations to correspondents mentioning this journal.

There probably is no line of goods which the druggist has to handle that is capable of such sophistication, or is as greatly sophisticated, as essential oils. It is, therefore, most desirable that these goods should be bought of a house whose reputation is beyond question. We heartily commend our readers to the advertisement of Dodge & Olcott, of New York, whose commercial integrity has always stood among the best.

The world-wide success of Vin Mariani has enabled the proprietors to get together a series of voluntary testimonials which are unique in regard to the very high character of the celebrities from whom they emanate. Copies of interesting little pamphlets containing pictures of these celebrities, with attractive cards, etc., can be obtained without cost by addressing Mariani & Co., 52 West Fifteenth street, New York.

The introduction of the Low art tiles into the manufacture of soda water apparatus marked a distinct epoch in the industry. The artistic effects produced by the Low Art Tile Co. in their soda fountains have won the appreciation of a very large number of customers. Some idea of the artistic work which this company turns out can be gained from a catalogue, which they will be pleased to send to applicants mentioning this journal.

Kilodrine is the suggestive name given by the manufacturers to an antiseptic powder, which they claim to be absolutely harmless, and which is recommended as positively destroying all odor of perspiration. It has sold well, where properly introduced, and there appears to be a very large field of usefulness for it. Full literature concerning it can be obtained by addressing Shibley's Kilodrine, 42 East Twenty-third street, New York City.

The advantages of the dry-cell battery for medical purposes are well known, and they would undoubtedly be in much more general use were it better known that F. G. Otto & Sons, 44 Sherman avenue, Jersey City, make a dry-cell battery of the best quality, and particularly well suited for sale by the drug trade at a very low figure. For full particulars of this battery, address F. G. Otto & Sons, 44 Sherman avenue, Jersey City, mentioning this journal.

The most convenient form in which to use Extract of Beef is in the capsules which are put up by Louis F. Dodd, 255 Grand street, New York, under the name of "Anker's Bouillon Capsules." These capsules have been most highly commended by the medical profession, and the opinions expressed by the profession on these capsules can be read with advantage by every druggist. For a pamphlet containing such expressions our readers should address the manufacturers as above.

The head of the Beeman Chemical Co. has always remembered in his dealings his early affiliation with the drug trade, and has always endeavored to throw the bulk of his business into the hands of the druggist. Our readers should bear this in mind, and should reciprocate when, as it frequently happens, an opportunity offers. Write to the Beeman Chemical Co., Cleveland, Ohio, and they will send you without charge some very interesting advertising matter for free distribution.

Maltzyme, which is now being placed on the market by the Malt-Diastase Co., 1 Madison avenue, New York City, is a unique preparation in many respects, and one which bids fair to soon become a standard article in the drug trade. The wide experience and great ability of Dr. C. C. Fite, who is promoting this new preparation and is president of the company, should serve as a guarantee to the druggists that there is no danger of accumulating unsalable goods by stocking maltzyme and its compounds.

The improved single-punch tablet press, which is illustrated on page 37, is made after entirely new designs, and its adjustments are easily accessible, so that the operator can regulate both the weight and the pressure of the tablet in an instant, even while the machine is in motion. Being remarkably free from complicated parts, it is not only almost noiseless, but is very cheap. For quotations and full particulars, our readers should address the manufacturer, Arrhur Colton, 15 Macomb street, Detroit, Mich.

The John J. Crooke Co., 136 Grand street, New York, and 80 Illinois street, Chicago, have for years devoted much careful study to the manufacture of pure tin foil for drugs, and gold tissue-foil for wrappers. As a result of this continued study they have succeeded in producing a line of goods of a remarkably uniform degree of excellence, as can easily be ascertained by any of our readers who will write to them for samples and quotations on any particular goods they may be interested in.

The signal success of Burroughs, Wellcome & Co., of London, as manufacturing pharmacists is one of the highest possible tributes to American enterprise and ability. The "Tabloid" is a household necessity throughout England and her colonies, and is rapidly making its way into favor with the American public. Fairchild Bros. & Foster, of New York, are the American agents for "Tabloids" and for the other special preparations of this house, and would be pleased to send catalogues of their goods to our readers.

The Antikamnia Chemical Co., of St. Louis, wish to give every assistance in their power to the druggists who are endeavoring to get rid of dishonest cut-rate competition, and if druggists who are troubled with competition by substitutes of antikamnia will send evidence of such substitution to the Antikamnia Co., of St. Louis, that firm will not only treat the source of the information as confidential, but will take pains to inform every practicing physician and pharmacist in the vicinity of the practices of the substitute.

## Great Fruit and Vegetable Show.

The great Fruit and Vegetable Show at the American Institute Fair opened last Monday evening. This exhibition, which embraces the choicest products of the most famous fruit-growing sections of the country, was held in the concert hall of Madison Square Garden, the Flower Show temporarily giving way to the new attraction. Of course there will be plenty of plants and flora, but they will be displayed more in the nature of ornaments than exhibits.

The specially interesting feature in this exhibit is the display of the State Agriculture Experiment Station at Geneva, N. Y. Among other numerous specimens are 174 varieties of choicest grapes, 81 kinds of plums, 202 varieties of apples and 85 kinds of pears. William Rockefeller has sent some beautiful specimens of Pitmaston's duchess pears.

An especially interesting and instructive feature of the varied exhibits in the concert hall will be specimens of California silk in its various stages—from the cocoon to the manufactured state.

White cotton is a staple of the sub-tropical regions, and is seldom grown in the Northern climate. L. B. Henderson, who is a native of Salisbury, N. C., has proven that it can be cultivated successfully in the vicinity of New York. He exhibits specimens raised on Staten Island.

## Chemicals.

Schering & Glatz, importers of drugs and chemicals, 55 Maiden Lane, New York, announce the following price changes in formalin and benzonaphthol:

Formalin: In one-pound bottles, reduced to 55 cents per pound, inclusive; in five-pound bottles, reduced to 50 cents. Benzonaphthol, c. p., Schering's: In one-ounce vials to 25 cents per ounce, inclusive; one-pound bottles to \$3.50. We have also made the following additions to our list: Formalin disinfectant and deodorizing lamp, with two boxes of each 20 pastils, per dozen, \$15; formalin disinfectant, without pastils, per dozen, \$36; formalin pastils for lamp or disinfectant, boxes of 20 X one-gramme pastils, per box, 20c.; tins of 500 X one-gramme pastils, per tin, inclusive, \$3.50.

## Here's a Chance.

To any druggist who will write to M. Abbott, 62 West Broadway, New York, and mention the AMERICAN DRUGGIST, he will send a prepaid package of cocoanut candy, a new article of great merit, which has been found to be one of the best sellers and most profitable features a druggist can add to his stock. Once the children taste it, the maker claims, they will take none other. Men and women fall equally under its sway. Under certain conditions Mr. Abbott will be willing to make a druggist his exclusive agent for the sale of the candy in his particular section, and will then help him to introduce it. Write at once if you wish to secure the agency. Mr. Abbott urges druggists to write anyway to the above address and get a prepaid box of his fine cocoanut candy.

## American Chemicals.

The steady growth in the business of the New York Quinine and Chemical Works shows that Americans are beginning to appreciate the fact that there are



good chemical manufacturers in this country, as well as in Germany. One of the most active propagators of the faith in American chemicals has been the New York Quinine and Chemical Works, who have preached both by word and by deed the gospel of American chemicals for Americans. For a list of their manufactures, our readers should address the firm at 114 William street, New York City.

### The House of Chiris.

Probably no one name is better known in the American perfumery trade than that of Antoine Chiris, of Grasse, France. The specialties of this house, which include a full line of perfumers' oils and floral waters, are so well and favorably known that the trade need scarcely be reminded that for years they have been standards in their particular line. A full line of these specialties are carried at the American branch house at 234 Pearl street, New York.

### The Genuine.

The Centaur Co. wish the drug trade to bear in mind that the genuine Castoria, the one that the babies cry for, and the one that the druggists have always sold, is that put up by the Centaur Co., and bearing the signature of Chas. H. Fletcher, president of that company. Fair-minded druggists certainly are willing to give the Centaur Company credit for having established the sale of Castoria, and, therefore, must be willing that they should make what profit there is to be made in the sale of that preparation.

### Popular O-P-C's.

The great strides in popular favor made by the O-P-C suspensory, a sketch of which is shown herewith, have been due to its excellent workmanship. It is comfortable, durable and faultless. The makers assert that nine men in ten will buy it in preference to a cheap suspensory if a druggist will take a minute's time to explain its seamless sack and its self adjusting features. A druggist's trade in suspensories is susceptible of being great-



ly increased by proper methods of advertising, and Bauer & Black, 1245 State street, Chicago, who are the makers of the O-P-C suspensory, tell how window displays succeed, in a little book showing half-tone illustrations of windows dressed according to their ideas. Your business-card to Bauer & Black, 1245 State street, Chicago, will bring you a copy free of charge.

### Glassware a Business Barometer.

The Cleveland Plaindealer, in a recent review of the business situation in the bottle industry, notes a great falling off in orders for prescription bottles, and a large increase in the demand for patent medicine bottles. It says the orders for the latter are the heaviest ever known. From this the inference is drawn that it has been and still is a hard time for doctors as a consequence of scarce funds with patients. "People owed their doctors, and when they fell sick again dared not call the physician to whom they owed a big bill. They sent to the drug store instead and bought a bottle of standard specific (?) warranted to cure any kind of sickness that resembled theirs in the slightest degree. If they did not get well they tried some other patent remedy, being less inclined than ever to call in the doctor and tell him what they had been doing to evade him and his bill.

"But even here the diagnosis, although a plausible one, is not to be wholly relied upon. It is unquestionably true that doctors have been having a hard time in getting paid, but the falling off in the demand for prescription bottles does not tell the whole story. Not long ago a complaint of the druggists was published in which they charged physicians with working against them by supplying their patients with medicines put up in the form of compressed tablets, instead of prescribing liquid preparations to be compounded at the drug store at a fancy price. That this is done to a large extent is certain, and it may account in no small degree for the diminished demand for prescription bottles and the increased use of larger bottles to contain a stock of prepared tablets, as well as for standard specifics."

### Important Legal Decision.

A decision which affects not only most of the well-known manufacturers of perfumery, but also a great number of retail druggists as well, has recently been rendered by the United States Court at Baltimore, which grants an injunction in behalf of the Crown Perfumery Co., of London, against the Winkelman & Brown Drug Co., forbidding the use of the words "Lavender Salts" and "Crab-Apple Blossoms," with or without the addition of other words or names. This decision will, no doubt, be a matter of some surprise to many who considered that these terms which the Crown Perfumery Co. claimed as their peculiar trade-marks were simply descriptive terms, and not to be considered as constituting a legally sound trade-mark, but there never has been any doubt that the Crown Perfumery Co. were in equity entitled to the exclusive use of these terms, as it was they who made them of practical commercial value by means of advertising. The Crown Perfumery Co. is certainly to be congratulated on having obtained this most important ruling in their favor.

### The Highest Mark of Approval.

When such men as R. K. Smither, of Buffalo, N. Y., President of the New York State Pharmaceutical Association, and George Hahn, of Rochester, indorse a soda fountain, it is stamped with the highest mark of approval. These gentlemen each have a handsome fountain, which they purchased from W. J. McCa-

hill & Co., whose advertisement appears on another page of this journal. The fact that the Lautz Co., of Buffalo, who are the largest onyx dealers in the world, build all the apparatus of W. J. McCahill & Co., is a guaranty that every fountain is made as nearly perfect as it is possible to make anything. They specially emphasize the fact that their tilting jars are the only ones made which can be taken out of the frame without removing the lever and taking the frame entirely out of the apparatus; that their tilting jar is the only one made which rests in an upright position when tilted forward for filling; that their tilting jar is the only one made which can be filled without having the syrup slop over on the inside of the apparatus; that there are no rollers or springs about their apparatus to be continually getting out of order; that their apparatus is the only one made on which there are no unsightly screw-heads to disfigure the onyx.

Customers may have their choice of tilting jar or drawer-can apparatus. Porcelain, glass or block-tin may be had for holding the syrups. The coolers are made of extra heavy seamless-drawn copper tubing, lined with sheet block-tin tubing 1-16 of an inch thick. They are the heaviest, strongest and best of coolers.

Intending purchasers will find it to their advantage to examine the products of W. J. McCahill & Co.'s factory before placing their orders.



### Not in Their Set.

"See him go past with his nose in the air!"  
"Yes, just because he's a pharmaceutical graduate, he feels above us ordinary tumbler."

—From Harper's Weekly.

### American Bottle Caps.

We take much pleasure in calling attention to the advertisement of the American Specialty Co., of 50 North Twenty-third street, Philadelphia, which appears on the third cover of the present issue. The use of bottle caps is very great, and is steadily increasing, and it ought to be a matter of interest to all users that they will not now have to employ an article made abroad. The bottle caps made by the American Specialty Co. appear to compare favorably in all respects with the imported article, and, being made by American machinery and American paper, by American workmen, with American capital, they will undoubtedly be accorded a warm welcome by all loyal American druggists.

4711.

In this issue will be found the advertisement of the well-known house of Mulhens & Kropff, importers of the famous 4711, and other perfumery and toilet specialties. This firm has always sought the co-operation and support of the drug trade, and is certainly entitled to the good will of that body. The time is, perhaps, not far distant when the druggists will be the sole vendors of good perfumery. They would help along that desired consummation if they would exercise a wise discrimination. As a rule, druggists can sell any perfumery they wish. Let them urge the sale of goods that are offered them through the advertising pages of the drug papers. That will be a step in the direction of getting rid of department-store competition.

### Significant Letter from a Druggist.

Lake Mills, Wis., Oct. 1.

Messrs. F. Hiscox Co.,

853 Broadway, New York City.

Gentlemen: Have sold Dr. Hay's Hair Health here a number of years, and it has always given satisfaction. Had a lady in the store yesterday whom I recommended to try a bottle. She said her hair had stopped coming out, but she thought she would have to stop using it, as it was turning the color of her hair so much she was afraid her friends would think she was using dye. This is a fact. Can you give me the agency for this place and help me to push the sale, as you have a preparation of merit.

Yours truly,

(Signed) C. S. HEIMSTREET,  
Druggist.

### Universal Formula Tables.

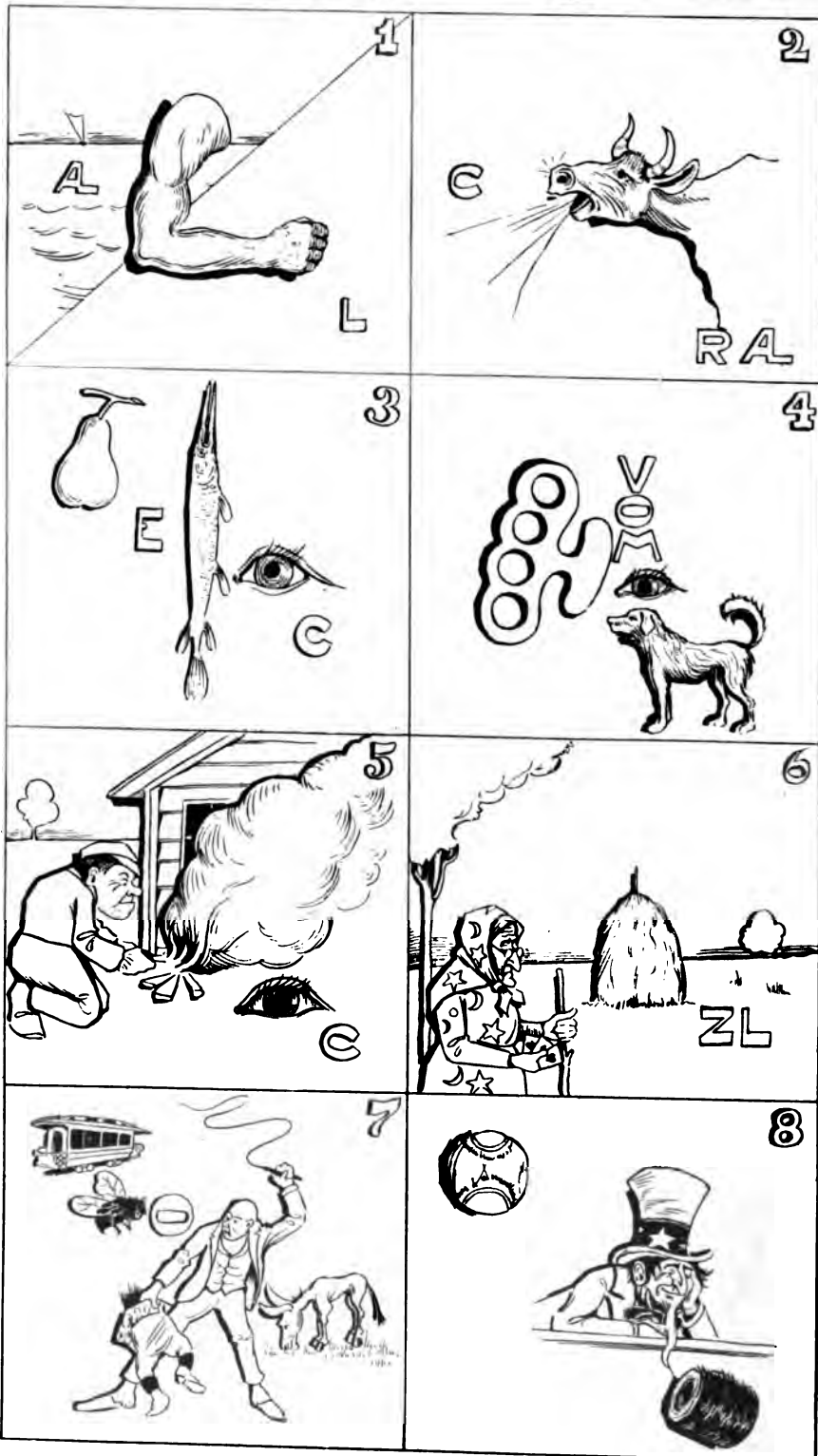
A series of valuable tables have been prepared by Albert B. Hall, by the use of which the quantities of the different ingredients in a formula can be readily and accurately adjusted. By its use one can readily decide by running a finger down a certain column what quantity of an ingredient would be required to make five gallons of a preparation containing one grain or minim of the ingredient to each fluid drachm. Copies of these tables can be obtained free of cost by all druggists who have any of Hall's laboratory machinery in use. For such as have not got this machinery a copy may be obtained by sending two cents to pay postage to A. B. Hall, 126 West Maryland street, Indianapolis, Ind.

### Printers to the Drug Trade.

The Pictorial Printing Co., 1241 State street, Chicago, have one of the most completely equipped plants in the United States, devoted exclusively to the production of labels, stationery and paper boxes. They issue a very attractive illustrated catalogue, and they will be pleased to send this with samples of their work to applicants, mentioning the AMERICAN DRUGGIST.

### American Exhibits at the Paris Exposition.

Major Moses P. Handy, United States Commissioner to the Paris Exposition of 1900, has sailed for Paris to arrange for space for American exhibits. He is accompanied by Lieut. A. C. Baker, U. S. Navy, who was officially connected with the World's Columbian Exposition at Chicago in 1893, and Col. Charles Chaille Long. Major Handy will be gone about two months, and upon his return will make his report to the President before the opening of Congress.



\$5 FOR A SOLUTION.

### A Prize of Books to the Value of Five Dollars

Will be given to the first of our readers who sends in a correct reading of the above set of puzzle pictures. Should the same mail bring more than one correct answer, the prize will be awarded to the one whose answers are presented best.

# American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXI. No. 8.  
Whole No. 385.

NEW YORK AND CHICAGO, OCTOBER 25, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**  
62-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 222 Randolph Street.  
ROMAINE PIERSON, . . . . . Manager.

**SUBSCRIPTION PRICE:**  
Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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## THE RICHMOND MEETINGS.

THE Richmond meetings are reported at length in our news columns and the report should be carefully read by every one of our subscribers. The markedly friendly and conciliatory tone of the Proprietary Association toward the retail drug trade was a noticeable feature of the meetings and one which augurs well for the future friendly relations of the proprietors with the retailers. The report of Mr. Newman, chairman of the Committee on Fraternal Relations, is particularly interesting, while the thoughtful consideration of the feelings of the retailer evidenced in the remarks of Mr. Rose, of the J. C. Ayer Co., on the newspaper campaign against substitution, deserves and will no doubt receive hearty appreciation at the hands of the retail trade. It is to be hoped that this good feeling will take some tangible form in the direction of aid to the retailer in his fight with the cutter.

## TRADE-MARK LAW.

TRADE-MARK and copyright law in the United States is not in an ideal condition. The only trade-mark registration law on the statute books of the United States is one permitting the registration in the United States Patent Office of a trade-mark when the same is used in commerce with foreign nations or the Indian tribes, and a provision of the Dingley bill, providing for

the registration of domestic trade-marks in the United States Treasury Department, so as to prevent the importation of foreign-made goods whose marks would constitute an imitation of American trade-marks.

It is highly desirable that the whole question of copyright and trade-mark rights be removed from the field of common law, upon which these rights are now almost wholly dependent, by the enactment of clearly defined statutes outlining accurately the precise rights of the proprietor. Such enactment would be a boon to all concerned, as if properly framed, it would materially diminish extensive litigation, which is now brought about by the somewhat involved condition of the law.

At the convention of the Patent Office officials from various countries, which is to be held in the near future, the question of copyright and trade-mark law will receive considerable attention, and it is highly desirable that some general principles should be agreed upon to place the practice in trade-mark law on a uniform basis throughout the entire world. There exists now a general convention of commercial nations under the title of the "Union for the Protection of Industrial Property," whose central office is located at Berne, in Switzerland. The efforts of this Union are directed towards the repression of illegitimate use of trade-marks in every direction. Our American enterprise and originality has made popular a number of trade-marked articles in wide use throughout the world, but in very many cases the proprietors of such trade-marks have been deprived of a large portion of the benefits which should have accrued to them on the popularity of their goods by the sale of fraudulent imitations in foreign countries, where no adequate means were at hand for preventing such fraud.

Statistics and the reports of many of our consuls abroad, notably those in South America, show and conclusively prove that American trade-marks are being most extensively copied and pirated

by foreign manufacturers, and cheap and inferior goods not of American make extensively sold in the foreign markets under counterfeit American trade-marks.

It is to be hoped that Congress will give this very important topic that careful consideration which it deserves, not only insuring the trade-mark proprietors the rights which are theirs, but also clearly defining the rights of the public in relation to trade-marks and copyrights, for it should be impossible for any proprietor to establish a practical monopoly under the guise of protecting his trade-mark rights.

### PURE FOOD LAW.

THE reader of the English pharmaceutical journals cannot but realize the vast importance to the drug trade of pure food and drug laws. The English journals contain weekly reports of law cases in which litigation has ensued from the enforcement of the pure food and drug laws, and while these reports sometimes indicate that the rigid enforcement of pure food and drug laws causes considerable annoyance to dealers in food and drugs, they also indicate that the public welfare demands some protection of this sort. The great difficulty, however, lies in devising laws which, while sufficiently severe to be of any real utility, are not so framed as to bear unjustly on the innocent, if sometimes offending, dealers.

The difficulties experienced in enforcing the laws of Ohio are fresh in the minds of our readers, and the efforts now being made to enforce somewhat similar laws in the State of Pennsylvania furnish some curious instances of the technical difficulties which surround the framing and enforcement of pure food laws.

A Pennsylvania jury has decided that mustard is not an article of food, and this decision resulted in the acquittal of a grocer who sold a grossly adulterated mustard. The judge, in his charge to the jury, said: "If you agree that mustard is an article of food, you should convict the defendants, but if, on the other hand, you agree that mustard is not an article of food, you should acquit." The jury was out for several hours, and brought in a verdict of acquittal for the defendants, but the question whether mustard is or is not an article of food was not decided by them, save by the implied decision in acquitting the defendant.

It is amusing to note that one of the jurors refers to this decision as a compromise. The inference would be that some of the jury were in favor of punishing the offender, while others were in

favor of punishing the prosecution, and they therefore effected a compromise and brought in a verdict of acquittal.

A decision has recently been rendered in a lower court in England which might possibly furnish a guide for courts called upon to decide such questions as the one above referred to. In the English court it was held that olive oil when sold by a grocer was an article of food, whereas, when sold by a druggist it was a drug. It might, with equal justice, be urged that when mustard is sold by a grocer, it is an article of food, and when sold by a druggist is no longer to be considered as a food, but as a drug.

#### A NATIONAL ADULTERATION LAW.

Circulars have been sent out from the Agricultural Department at Washington soliciting expressions of opinion upon the advisability of establishing a national pure food law, and inviting suggestions as to its form. The enactment of such a law, while it would appear theoretically advisable, offers so many opportunities for unjust discrimination and for oppressive bureaucratic interference with commercial matters that the measure will undoubtedly be opposed as actively as was its predecessor the Paddock bill, which was presented before the Fifty-first Congress.

### CUTTING STILL THE TOPIC.

THE regulation of prices on proprietary goods came in for the usual amount of attention at the meeting of the National Wholesale Druggists' Association, the proceedings of which are published in other columns of this issue. A well-known retailer of Escanaba, Mich., was present at the meeting to present a plan for the prevention of price cutting, which contained some distinctive features not embodied in any plan previously offered. The association exercised its usual courtesy by accepting the plan and referring it to its Committee on Proprietary Goods for consideration. In discussing the propositions of the retailer, the difficulties of putting any plan, however well conceived, into effect, were touched upon by several members. Mr. Kline, the former chairman of the Proprietary Committee of the N. W. D. A., appeared to strike the key-note of the difficulty when he remarked that what was lacking in all efforts started in this country to regulate prices on proprietary goods was the lack of organization among retailers who were in favor of maintaining prices. He contrasted this with the organization of the Proprietary Articles' Trade Association of England, which was formed a little over a year ago by W. S. Glyn-Jones, to combat the cut-rate evil in England. Mr. Kline quoted

largely from the statements made to him by Mr. Jones in a recent interview and he has credited Mr. Jones with making certain assertions which are somewhat at variance with Mr. Jones' own account of the organization of the P. A. T. A. The trouble in this country, according to Mr. Kline, is that the retailers do not recognize the fact that, however much the manufacturer may wish to regulate his prices, he is unable to do so without the co-operation of a sufficiently large number of retailers to insure success. He leaves us to infer from this that the retailers as a body have never made any concerted or united attempt to prevent price cutting with the assistance of the manufacturers, while the history of efforts to regulate price cutting in this country, from the Campion plan down, abundantly proves the contrary.

Mr. Kline credits the English retailers with originating an entirely new plan of action. Instead of consulting the jobbers and asking them whether they would approve of this or that, or the manufacturers as to whether their plan would suit them, they started just the other way about, and consulted neither of the interested parties. This they may have done at the start, but if we are to believe Mr. Jones' own story of the organization of the P. A. T. A., as printed over his own signature in the AMERICAN DRUGGIST of April 10, 1897, the scheme was very considerably modified shortly afterward.

The Proprietary Articles' Trade Association of England was organized early in 1896 and comprises the three sections of the trade, namely, proprietors, wholesalers and retailers, and is governed by a council consisting of the representatives of each section. The plan only came into operation in July, 1896, and is said to be now supported by every legitimate wholesale house in England.

In discussing the plan presented at the meeting of the N. W. D. A. by Mr. Saurwine, of Escanaba, the old complaint, which we have listened to so often from the wholesale and manufacturing interests, was made that the plan had not the indorsement of a sufficient number of retailers. At the meeting in New York three years ago the number asked for amounted to 90 per cent of the retailers of a given locality. We wonder what would have happened to the Glyn-Jones movement if such a demand had been made upon it when it was first started? Perhaps English retailers are less supine than Americans and have a better reputation for courage and determination of purpose. The stereotyped excuse for refusing to entertain the overtures of retailers for the joint protection of wholesalers, proprietors and retailers will have to be abandoned soon, if any progress is to be hoped for in movements for the prevention of price cutting.



## Commercial Possibilities of the Camphor Tree in America.

The United States Department of Agriculture has recently published a circular on the camphor tree, written by Lyster H. Dewey, from which the following extracts are taken as bearing on the commercial possibilities of the tree in the United States. The report embraces a study of the botany of the tree, and other details, which are omitted here.

### Where the Tree Can Grow.

The most northern localities in the United States, so far as known at this Department, where the camphor tree has been grown successfully out of doors, are Charleston and Summerville, in South Carolina, Augusta, Ga., and Oakland, Cal.

At Charleston, Summerville and Augusta the trees have withstood a minimum temperature of 15° F., but they have been protected by surrounding trees and buildings. At Mobile, Ala., the trees have grown and fruited in protected situations, while in exposed places they have been repeatedly destroyed by frosts. While the camphor tree will grow on almost any soil that is not too wet, it does best on a well-drained sandy or loamy soil, and it responds remarkably well to the application of fertilizers. Its growth is comparatively slow on sterile soils, but under favorable conditions it sometimes grows very rapidly. An instance is recorded of a camphor tree in Italy a foot in diameter and 90 feet high, eight years from the seed. Under ordinary conditions, however, such a girth is not often attained in less than twenty five years, and such a height is rarely attained in a century. Under favorable conditions an average of thirty feet in height, with trunks 6 to 8 inches in diameter at the base, may be expected in trees ten years from the seed.

### Uses of the Tree and Its Products.

The principal commercial uses of the camphor tree are for the production of camphor gum and camphor oil. Among the secondary uses of the camphor tree the most important is for ornamental planting. Its bright evergreen leaves, rapid growth and long life make it valuable for this purpose. In Japan and China it has been the principal tree planted in the temple courts for many centuries, and in those countries it takes the place of the historic oaks of England. It has been extensively introduced into Southern Europe and South America for ornamental purposes.

The wood, with its close grain, yellow color, and susceptibility to polish, taking a kind of satin-like finish, is exceedingly valuable in cabinet work, especially for making drawers, chests and cupboards proof against insects. The leaves and young branches, although they have but a slight odor of camphor, are packed with clothing or scattered about unused rooms to guard against insects.

The tree produces an abundance of berry-like fruits, which are used in Japan and China to make a kind of tallow. The fruits are greedily eaten by chickens and birds, especially mocking birds, which often select camphor trees for nesting places.

### Conditions of Successful Cultivation.

For most of the secondary purposes, the camphor tree may well be cultivated wherever it can be made to live; but for the distillation of gum and oil with a commercial view, and for the production of wood for cabinet purposes, it must be grown under the most favorable conditions. The minimum winter temperature should not be below 20° F., and this minimum should be of rare occurrence. The soil, preferably sandy and well drained, should be irrigated unless there are abundant rains. Fifty inches of water during the warm, growing season is desirable, and much more may well be used where the air is very dry.

An abundance of plant food, rich in nitrogen, is required for rapid growth; but the kind of fertilizer that can be most profitably applied will vary according to the character of the soil in each locality. In the absence of definite information in this regard, the kind of fertilizer producing most rapid growth of wood in the orange or in other fruit trees may be taken as an index.

### Propagation.

Camphor trees may be grown either from seed or from cuttings. They are usually grown from seed, as the trees fruit abundantly, and seedlings can be grown more easily than cuttings. The seeds are collected at maturity in October and November, and, after drying, are packed in sharp white sand, or some similar material, to keep them fresh until the time of planting in spring. About the last of March they are sown in drills in the seed bed.

(To be Continued.)

## PROGRESS IN PHARMACY.\*

Craft ahoy! whither are you drifting? Thus we may well hail the pharmaceutical craft. It may not be rudderless or unseaworthy; it may not, from its general appearance, even have many of the qualities of a craft, but its armamentarium—its freight—is certainly one of the queerest collections that was ever assembled since Noah's Ark stranded on Mount Ararat.

The practice of medicine and of pharmacy has always been noted for the curious and weird of their remedial agents, but where is the description anent apothecary shops of Goethe, Schiller or Shakespeare as compared with the additions to the recent *materia medica*.

### Survivals of Superstition.

The scorpions and troglodytes, the *talus leporis* (rabbit foot), the *adeps homini* and *pulmo vulpis* were no doubt wonders of their time, but they are insipid and commonplace compared with the pituitary, pineal, suprarenal and other glands; substances ovarian, uterine-wall and kidney, not to mention Didymin, spleen and cerebrin, evidently the twentieth century evolutionary product of the cranium humanum sine ignei preparatum of our old friends, predecessors of Boerhave, of Scheele, of Liebig, Pasteur, Virchow and the hosts of pharmacists and chemists, who if now appearing on the stage would recognize the old tradition and superstition which they devoted their lives to explode, stalking through scientific medical circles in the garb of the charlatans and pork-packers in this the dawn of the twentieth century era of progress!

\* Address of the chairman of the Section on Education and Legislation at the fifth annual meeting of the A. Ph. A.

In this materialistic age, the human body is simply a complex machine; if any of its valves or organs become impaired, it is repaired by substituting another sound or perfect part for that injured. If the kidneys are diseased, administer some "kidney substance." What could be more simple and sure a cure? Our mechanic progress has been so great in acoustic apparatus and bicycles that so simple a thing as the human body to fix and repair is easy! \* \* \*

### Education.

"The board meets next month. I am very anxious to pass as R. P. Let me know what to do."

"Yes. Assuming that you are a registered assistant and have from three to four years' experience in a drug store, our advice is to first qualify yourself before you try the examination. If you are so situated, by all means attend a school or college of pharmacy. If this be impossible, then subscribe for a course of home study by mail. Take at least a six months' course; study at least one hour each day for five days per week; get your preceptor, or older clerk, to assist you and to quiz you preparatory to writing out your answers to the questions. At the end of six months, if you are satisfied with your work and rating received, you may try the examination, but not before. This is the only kind of advice the candidate should have."

But, look at the spectacle! Men and boys, often without any preparation whatsoever, keep coming up before the board time and again, sometimes nearly half a hundred times in the course of years. These persons cannot realize their unfitness until they begin to study. There are many instances on record where they have quit the business after struggling with the *pons asinorum* of pharmacy—specific gravity. So that it will be observed education is also of value in its negative results. The average young person has the most hazy idea of the object of study, or rather of examination. It may be added that this is shared in by some boards, or members of boards who seem to think it all but criminal to advise a young candidate to qualify himself, and as to the proper course to pursue.

The following reply to the circular of this committee last year, requesting a set of the examination questions, also presents a peculiar phase of this subject.

"All persons taking the examination before this board are sworn to secrecy, that is, not to divulge any of the contents of the schedule given them, and we hardly think it would be consistent to us, after swearing applicants for registration to secrecy, to publish a list of our questions. It does not matter to us where a person gets his information, whether from quiz-compends or not; if they are able to answer correctly seventy-five per cent of the questions propounded to them, we consider that they are competent to practice pharmacy, providing, of course, that they have had the required practical experience. Fifty-three persons took the examination before this board at the last examination and only eleven were passed. This showing, we think, ought to dispel the idea from the mind of any person that quiz-compend students, or any others, for that matter, have not to be pretty well qualified before a diploma is granted them by this board."

I desire to again direct attention to the inadequacy of the public school instruction in some localities. At the meeting of the National Educational Society this year, many valuable papers were presented, all going to show that the curricula need revision. Poorly equipped as many young persons are, when entering pharmacy, it is no wonder that they expect to qualify for a board examination in a couple of months, or that they may get a diploma from a college of pharmacy in ten weeks.

It is to be regretted that this question, proposed last year for presentation to the State Pharmaceutical Association, should have met with such little response and it

is recommended that it be again presented to these associations for report upon to this section next year.

#### Colleges.

There were 4,098 students of pharmacy in the 43 colleges in the United States last year, the number in each school ranging from 5 to 606. Eleven schools had less than 25 students, seven had between 25 and 50, nine had between 50 and 75, six had between 75 and 100, five had between 100 and 200, two between 200 and 300, and only one exceeded 400. Some of the best known and highest standard schools grant the degree Ph.G., 15 grant Ph.C., 7 grant Ph.D., 7 grant B.S., 4 grant Ph.M. and one Ph.B. (Bachelor of Pharmacy). Eighteen schools grant two degrees, one grants three and one four degrees.

This multiplicity of degrees and requirements seems to be on the increase. During this year we note the following changes:

Cleveland school has established a three year course of eight and one-quarter hours per week with Ph.C. degree.

California College has changed its terms from summer to winter.

Chicago Illinois University adopted a three-year course for Ph.C., the third year requiring forty hours per week for 28 weeks of work in bacteriology and advanced chemistry, in addition to the two-year course for Ph.G., but without requiring experience in pharmacy.

Brooklyn College has adopted the "Phar.D." degree.

Massachusetts College has adopted a new degree, Ph.C., including bacteriology, milk, butter and water analysis.

St. Louis College has adopted the Ph.B. degree for graduates without experience in pharmacy.

Great Britain Pharmaceutical Society's School has extended the first year term to nine months; second year, six months.

#### Can Co-educational Schools Grant Ph.B. Degrees?

How can co-educational schools, like pharmaceutical colleges, award the degree of bachelor? Would it not be possible for a bachelor in pharmacy to marry another fair bachelor in pharmacy? In that event both must lose the degree.

The subject of degrees was discussed at the meeting of the National Educational Association at its Milwaukee meeting by Henry Wade Rogers, the president of the Northwestern University, in a paper entitled "State Supervision of Degree-Confering Universities," in which he said, among other things:

#### Making Merchandise of Education.

The cause of professional and of academic education suffers for the want of adequate State supervision. Professional schools have been established, generally in the large cities, which are governed by purely commercial standards. We have in this country schools of law, medicine, dentistry and pharmacy, that appear to be organized and conducted for the purpose of making money. They are stock corporations, the stock being generally held by members of the teaching force, the teachers being chosen not for their fitness for any particular chair, but because of their willingness and ability to put up the money that is needed. The shorter the course of study the cheaper the class of teachers; the less expended for books and apparatus and the easier it is made to be admitted and graduated, the

greater the number of students becomes and the larger the amount of dividends paid.

Men who make merchandise of professional education have low professional and scholastic ideals. They are inclined to receive all students who apply for admission without much regard to their previous preparation or their moral character. They allow the students thus admitted to continue in their school without being concerned greatly as to the manner in which they apply themselves to study. They graduate them after an attendance for the allotted period without scrutinizing too closely the extent of their ignorance and confer upon them a degree which, in theory, is supposed to stand for high attainments.

This sort of thing, impossible in Europe, should be made impossible in America. Such a condition of affairs is demoralizing beyond question. The tendency of it is all in the direction of low standards. It destroys the value of degrees. It imposes on the public a class of educational charlatans and works injury to the students whom it falsely pretends to educate. It multiplies the difficulties in the way of those institutions that are endeavoring to do their work according to the highest standards. A faculty of law, or medicine, or dentistry, or pharmacy—that is, conducting a school on any such basis as that described—ought not to have authority to confer degrees. There should be no hesitancy in declaring that the interest of education, and therefore the interest of the public, require that when the State does not exercise a power of supervision and does not establish a minimum standard of admission and graduation, it should withhold from every stock company the power of conferring degrees. I do not desire to be understood as intimating an opinion that no school can be worthy of public confidence which is conducted by a stock corporation paying dividends to its members, but only that the danger from schools of this class is so great that it is not wise, in the absence of State supervision, to entrust them with the degree-conferring power. While here and there a dividend-paying school may exist, with high standards, and be worthy of confidence, the influence of the great majority of schools conducted for the purpose of revenue is so bad from an educational point of view, that the State would be justified in withholding from them all degree-conferring power.

#### New York's Good Example.

The laissez-faire policy, which is responsible for the existing abuses that characterize our educational affairs, is not in favor in the State of New York. That State has set an example which deserves to be followed by other American States. Its legislation on this subject has been wisely framed. The legislature of that State, at the first session after the close of the Revolutionary War, created the University of New York and placed the same in the control of a Board of Regents, composed of men of the highest character and distinction. The University of New York is not a teaching body. It includes and has supervision over all the colleges and academies of the State, although each has its own board of trustees for the management of its individual affairs.

The Regents of the University of New York are elected by the legislature of the State, and no person can at the same time be a Regent of the University and a trustee

or officer of any one of the colleges or academies of this State. The laws of New York confer upon the regents authority to incorporate universities, colleges, academies and other institutions, with such powers and subject to such limitations and restrictions "as the regents may prescribe in conformity to law." They are also given the right, for sufficient cause, to suspend or revoke the charter of any educational institution.

The State of Pennsylvania has recently followed her sister State. In 1895 the legislature of that commonwealth passed an act creating a college and university council, and conferred upon it full authority to decide upon the advisability of chartering new institutions.

May we not hope that in the several States legislation may be obtained which shall protect the universities of the country from the evils which exist from the failure to exercise a supervision deemed essential by European States? We Americans need to rid ourselves of the notion that a "go-as-you-please-policy" is good enough for us. The time has come when institutions doing only preparatory work should not be permitted to confer university degrees and when professional schools established as money-making institutions should be deprived of the power of conferring degrees.

The Danish Sanitary College has ordered pharmacists to make their own preparations that these may be properly prepared, since testing is often accomplished in a perfunctory manner, and that besides, ready-made preparations degrade the pharmacist to a mere retailer and prevents him from fulfilling his obligations to his apprentices.

Evidently, pharmaceutically speaking, there is nothing "rotten in Denmark." The so-called pharmaceutical schools or colleges in England, with exception of the school of the Pharmaceutical Society in London, are nothing but cramming and catch-penny affairs. Thus we find among the announcements the following exclamations:

"The course for the July examinations has commenced. (May 23.)"

"The following passed at the April examination. Send for pass lists."

"The principal is confident that if a student works there will be little fear of his failing to pass his examination."

"Mr. — personally conducts all the more important work and all departments are under his constant supervision."

It is hoped that it will be a long time before any school or college in this country indulges in this style of exploitation.

#### Boards and Examinations.

The Pharmaceutical Society of Great Britain has decided to raise the examination fee from \$25 to \$50; the fee for dentists and veterinarians is \$100. This is in sharp contrast to the fees charged by our boards. There is no doubt that the fee should be raised to at least \$10 for pharmacist and \$5 for assistant. This would have a tendency to decrease the number who apply for examination, which is often abnormally large, several hundred candidates often being examined at one time in the populous States. Such large numbers cannot be properly nor thoroughly examined. The examinations could be profitably conducted in the colleges where there are all the necessary facilities and members of faculties should be appointed as auxiliary examiners.

California Board requires for examination grammar school certificates.

Kentucky Association rescinded in 1896 the action of the Association in 1895, that no director or member of the faculty

of the Louisville College of Pharmacy should be eligible to membership of the Pharmacy Board.

North Carolina Board rescinded its reciprocity arrangement with other boards.

New York Association approved consolidation of all local boards with the State Boards with a membership of nine.

West Virginia, the Board of Public Works has appointed a new Pharmacy Board. The office of the members of the old board not having expired, they refuse to resign.

In conclusion, we make the following recommendations:

First—That the preliminary educational

requirement for apprentices be continued to the State associations for report next year.

Second—That the rules of the Association for Advancement of Science for orthography and pronunciation of chemical terms be reported upon at next year's meeting.

Third—That the feasibility of the creation of some sort of memorial of Hermann Hager be reported upon at next year's meeting.

Fourth—That a set of rules for division and conduct of the work of the section be presented next year for adoption and incorporation in the by-laws.



**Active Constituents of Capsicum.**—Norbitz has isolated a crystalline body from capsicum, which he looks upon as the active principle. The body is neither an acid, glucoside or an alkaloid. (*Pharm. Woch.*, xiv., 525.)

**Protectin.**—Evers and Pistor of Cassel have applied this name to a kind of dressing, composed of thin silk paper, which is coated on one side with rubber solution. It is put up in aseptic packages and with gauze covering over the adhesive face. It is intended to be used as a protective dressing in antiseptic operations.

**Preservation of Creosote.**—It is reported (*Pharm. Post*) that beechwood creosote is best preserved by exposing it, in glass-stoppered bottles, to direct sunlight. Kept in such a manner, it loses any color it may have had, and becomes perfectly colorless, and the reddish coloration it is liable to is, by this simple means, entirely avoided.

**Stability of Iodoform Gauze.**—Astruc states that when carefully preserved (*Bull. de Pharm. du Sud-Est*, 11, 199) in the dark iodoform gauze should not materially deteriorate within twelve months. He states that in following Gay's method for the determination of iodoform the saponification must be continued for at least three hours.

**Toxicodendrol.**—Pfaff finds that the irritant principle in Rhus, toxicodenron is an oily body, which is soluble in alcohol and ether and is precipitated from alcoholic solution by lead acetate. It is found in the proportion of 1.6 per cent in the stem, 3.6 per cent in the fruit and 3.3 per cent in the leaf of the plant. It is intensely irritant when applied to the skin.

**Preservation of Syrups.**—E. Mentzel states that the easiest, cheapest and most effective method of preserving syrups (*Ap. Zeit.*, 1897, 653) is by filling the containers up to the neck with the syrup, pouring in a thin layer of alcohol to cover the surface of the syrup in the neck of the bottle and corking tightly.

The author advocates the use of fluid extracts in making those syrups which are but little called for.

**Decomposition of Iodoform by Light.**—It is well known that iodoform solutions are decomposed by light, but this decomposition extends only to a certain point. According to Fleury (*Jour. de Pharm.*, 1897, 97) the decomposition ceases as soon as the solution becomes colored so brown by the separation of iodine that the ultra-violet light rays are no longer able to pass through the outer layers of the liquid. This deduction he has confirmed by a series of experiments.

**Eupthalmin** is a derivative of phenylglycolic acid which produces mydriasis when applied in 2 per cent solution. The mydriatic takes effect within 20 to 30 minutes after the instillation of two to three drops of the solution, and the effect disappears completely within two or three hours. It is stated that there is no pain nor any untoward action produced by the drug when so used. Dr. Vossius (*Deutsch. Med. Woch.*, 1897, No. 25) recommends eupthalmin very highly for use in ophthalmic examinations. It is placed on the market by Schering, of Berlin.

**Preparation of Baptisin.**—Lewis Ough has found (*Chem. and Drug.*) the following method to give the most satisfactory results. The crushed root was moistened with rectified spirit, and packed in a percolator and allowed to stand for twelve hours. It was then slowly percolated with alcohol till exhausted, 1 gallon being required for each 4 pounds of root. The tincture was of a dark-brown color, and after recovering most of the spirit by distillation, the resin was dried and powdered, and consisted of a non-hygrosopic powder of a light-brown color readily soluble in spirit. The yield was about 10 per cent. It was found that if a weaker spirit were employed the resinoid obtained was more difficult to powder and readily became damp on exposure.

**Toxicity of the Alcohols.**—Picaud has studied the toxicity of the alcohols, bas-

ing his work upon the studies of Audige, Dujardin-Béume, Raubeteau and others, who have held that the toxicity of the alcohols increases as the boiling point becomes higher and in proportion to the molecular weight of the higher homologues of ethyl alcohol. While the studies of the authorities referred to were carried out on mammals, Picaud used fishes and amphibious animals in his experiments. He found that gold fish died in from eight to nine minutes in water containing 0.5 per cent of amyl alcohol. The same quantity of isobutyl alcohol killed the fish in one hour and fifteen minutes. One per cent propyl alcohol killed the fish in two hours and forty-five minutes, while a fish lived ten hours in the presence of 3 per cent of ethyl alcohol, and lived a very much longer time in the presence of methyl alcohol.

**Kickxia as an Adulterant of Strophanthus Seed.**—P. E. Siedler has observed (*B. d. Deutsch. Pharm. Ges.*, 1897, No. 22) that the seed of *Kickxia africana* are occasionally found as adulterants of *strophanthus* seed. The *kickxia* seed are hairless, spindle-shaped, not flattened, twisted into an S-like shape, and with the base and the point of the seed alike in their forms. *Strophanthus* seed, however, can always be recognized by the vestiges of hairs which they retain. They also have a noticeably flattened shape, a rounded base and a sharp point. The cross-section of the seeds is characterized by cotyledons, which are much folded, while the seed leaves of the *strophanthus* seed lie parallel one upon the other. The transverse section of the *kickxia*, when treated with concentrated sulphuric acid, first turns brown, then red, while the seeds of both kinds of *strophanthus* take on a green color. The taste of both *kickxia* and *strophanthus* seed is at first oily and then intensely bitter.

**Protargol.**—This substance which has been prepared by Dr. Eichengrün is (*Pharm. Zeit.*, 1897, 658) an insoluble compound of silver with protein in the form of molecular combination. This combination is so stable that it is not decomposed by either alkalies, alkaline sulphides, halogen salts, or even hydrochloric acid itself, which characteristics entitle it to precedence over all other silver salts. On account of these properties protargol is not in the least degree irritating, and can be used with great advantage, both in the treatments of wounds and of gonorrhoea. One of its decided advantages is that it can be used in combination with almost any medicants. Protargol forms an impalpable yellow powder, soluble to the extent of 50 per cent in cold or luke-warm water, forming a clear, brownish liquid which is not precipitated by any of the above reagents nor by albumen. The addition of concentrated acids produces a precipitate of the unchanged protargol, which is again dissolved upon adding water. Protargol contains 8.3 per cent of silver, while argonin contains 4.2 per cent and argentin 6.3 per cent of silver; and it is said to be superior to either of these as a bactericide. For gonorrhoea it is used in very diluted solutions, beginning at one-quarter of 1 per cent and gradually increasing in strength to 1½ per cent. Dr. Neisser, in whose clinic it has been used for some time, speaks of it as excelling all remedies hitherto used for gonorrhoea. This substance is placed on the market by Fried. Bayer & Co., Elberfeld.

# ESSAYS BY GERMAN PHARMACISTS.

## Abstracts of Papers Presented at the Annual Meeting of German Naturalists and Physicians.

THE sixty-ninth meeting of the Association of German Naturalists and Physicians was held at Brunswick from the 19th to the 24th of September. This is the second time that the meeting has been held in Brunswick, the first occasion being in 1841. At that time the association was composed of seven different sections, as follows: (1) Chemistry and Pharmacy, (2) Physics, (3) Geology and Mineralogy, (4) Botany, (5) Zoology, Anatomy and Physiology, (6) Agriculture and Forestry, (7) Medicine; only one section being devoted to this vast field. Six hundred took part in the meeting in 1841. Now the regular membership numbers 1,040, while probably double that number were in attendance at the last meeting. Instead of seven sections, the association is now divided into thirty-three, and at the Vienna meeting in 1894 there were forty different sections. Chemistry and pharmacy have been separated, the first taking the leading roll in the meeting, and pharmacy being one of the last of the thirty-three sections. Medicine and botany have both been divided up into numerous different sections. The German Pharmaceutical Association does not discuss scientific matters at its annual meeting; such matters are presented at the meeting of the Naturalists and Physicians.

The meeting this year is referred to by the scientific press of Germany as being one full of interest and promise. We present below abstracts of the more important papers read before the section on Pharmacy and Pharmacognosy. The meetings of this section were held in the small pharmaceutical lecture room of the Technical High School, where the association was welcomed by Dr. Beckurts, of the faculty of that institution. Thirty-seven members were present at the first day's sessions and fifty-seven in attendance the second day. Professor Beckurts presided over the first session; Professor Schwanert, of Griefswald, over the second, and Mr. Froelich, of Berlin, over the third session; while Professor Schaer, of Straasburg, acted as chairman during the last session. Nine papers were read in the four sittings which were held, and the interest displayed in the transactions was most marked. Dusseldorf was selected as the place of meeting for next year.

The first paper presented before the section was on the

### Valuation of Kola Nuts and Kola Extracts.

By DR. KARL DIETERICH,  
Helfenberg.

That portion of the address which has to do with the nut itself was presented in abstract in our last issue on page 215. We, therefore, take up here

#### The Fluid Extract.

The author states that but little has been published on fluid extract and tincture of kola. Seiler has published quotations from the communications of French authors on the subject, but the results indicate either the presence of typographical errors or some serious error in the work performed. For instance, it is stated that in tinctures made by percolation from 3.4 to 3.5 per cent of caffeine is found, while in the fluid extract 6.17 per cent has been observed. If we suppose that the tincture is prepared in the strength of 20 per cent of the drug and that the fluid extract is prepared in the ordinary way, one part of the fluid extract representing one part of the drug, we could only expect to find 1.5 to 2 per cent of caffeine and theobromine, as this is the highest yield of the best powdered kola

(Seiler says that M. Jean has found as high as 2.4 per cent). The tincture, however, would have only one-fifth of this amount of caffeine. From these data, the author concludes that the statements referred to by Seiler as having been made by French authors are incorrect and should be deleted from pharmaceutical literature.

#### Roasted vs. Dried Nuts.

In the preparation of the fluid extract, the first important question is, what material should be used? In England and America, the fresh nut is frequently used, but in Germany the roasted nut is the one most generally utilized. The drug is roasted in order to impart to it a coffee-like taste, but, according to Dr. Dieterich, this is at the expense of its active constituents. In roasting empyreumatic compounds are formed, and the caffeine is freed from its double salt and a portion of it is volatilized and driven off. Furthermore, there is a loss of 25 per cent in weight by roasting. The author has already established the fact that the natural double salt of caffeine and theobromine with kola-tannic acid is more active than is the free caffeine itself. On these grounds, therefore, the dry nuts alone should be used as containing a larger proportion of the natural double salt than the roasted nut. Here, as else-

where in pharmacy, the question of taste is wholly a subordinate one.

In order to destroy the earthy taste of the kola nut, various methods have been resorted to, just as in the case of cascara. The effect of such treatment is shown in the results obtained by analysis.

The author refers to the active constituents of the preparation, and states that they should be determined in the following order as to their importance: (a) Total alkaloids, (b) free caffeine, (c) combined caffeine, (d) dry residue, (e) the specific gravity, (f) identity.

The author recited the results of a number of experiments, and recommended the following method for

#### Determining the Total Alkaloids.

Evaporate 20 Gms. of the fluid extract of kola to a syrupy consistence, or until all alcohol is driven off. Triturate the residue with 10 Gms. of unslaked lime or with a sufficient quantity to form a friable mass. Pack this in the extractor of a Soxhlet apparatus, and proceed as directed on page 215 of this journal for October 11th, save to multiply by 5 instead of 10 to obtain the percentage of total alkaloid.

#### Determining the Free and Combined Caffeine.

Evaporate 20 Gms. of the fluid extract to a syrupy consistence or until all the alcohol is driven off; triturate the residue with sufficient clean sand to make a friable mass, place this in the extractor of a Soxhlet apparatus and proceed as directed in the last paragraph on page 215 of our issue of October 10th, save to multiply by 5 instead of 10 as there directed.

The caffeine can only be purified by acids, because many fluid extracts contain glycerin and this cannot be separated by alcohol.

The specific gravity of the extract and the dry residue are, of course, determined in the usual manner.

#### Identification Test.

The fluid extract can be identified either from the alkaloidal residue obtained or direct from the extract itself. The alkaloidal residue yields a purple color with chlorine water and ammonia on account of the formation of amalinic acid (Tetramethyl-alloxanthin). To identify the fluid extract direct, evaporate 20 Gms. to dryness, triturate with ammonia and shake out with ether. Evaporate the ether to dryness and then apply the amalinic acid reaction as above.

#### Loss of Alkaloid by Roasting.

The following determinations of the contents of fluid extracts prepared by the author from the same lot of kola nuts show the difference between the results obtained from the ordinary dry nuts and from the same when roasted:

	Dried.	Roasted.
	Per Cent.	Per Cent.
Total crude caffeine .....	1.932	1.675
Total pure caffeine .....	1.782	1.363
Free caffeine .....	1.110	0.963
Combined caffeine .....	0.662	0.410
Water .....	11.530	7.190
Ash .....	3.000	5.440
Fat .....	0.756	0.767

The results of these analyses show the loss of total caffeine by roasting, and also show the separation of the caffeine from its natural double salt. The dried nuts show 64 per cent of the total alkaloid as free and 36 per cent of the total alkaloid as combined; while in the roasted nut 70 per cent of the total alkaloid is present in the free state, while only 30 per cent is in the form of a compound.



**Effect of Addition of Alkali.**

The author demonstrated that the use of alkali in the preparation of the fluid extract was objectionable on the ground that the caffeine thus extracted is practically all free and not combined as it is in the natural state. It was observed that the fluid extract prepared with the use of magnesia, and to a lesser extent with lime, yielded preparations with an intense

sulphuric acid and filter. The filtrate should be colorless. An extract which is colorless after this treatment may be considered as being free from sugar even though it should become colored by further treatment.

The author uses the above process for examination of all liquid preparations of Kola and treats the dry preparations in the manner which is directed for the dried nuts.

culcation based on the reaction given above.

The next paper presented was read before the session held on September 21st and dealt with

**Ajacol and Guaethol.**

By DR. PARTHEIL,

Bonn.

The author directed attention to the fact that pyro-catechin-mono-ethyl-ether is put on the market under two different names for medicinal use. Merck has given the name of guaethol to this compound, while Von Heyden has given to it the name of ajacol. The author states that ajacol distinguishes itself by the ease with which it can be crystallized while guaethol is much less readily crystallizable. The ethyl compound differs from guaiacol in its lower specific gravity and decreased solubility in water, one part of guaiacol requiring 50 parts of water for solution, while one part of ajacol requires from 100 to 105 parts of water. The author then communicated some interesting observations on various topics which are not of special pharmaceutical interest, including the preparation of pure dimethylamine, the examination of cytisin, etc. A paper was then presented on

RESULTS OF ANALYSES OF FLUID EXTRACTS OF KOLA.

MAKER.	Total Crude.	Caffeine Pure.	Free Caffeine.	Combined Caffeine.	Specific Gravity.	Dry Residue.
1. F. R. B.....	1.747	0.840	0.810	0.080	0.973	11.39
2. M. B. L.....	1.854	1.144	0.875	0.899	0.981	18.80
3. L. & Co. L.....	1.130	0.911	0.475	0.435	1.044	11.84
4. Z. & Co. Fr.....	1.105	0.8997	0.781	0.176	1.033	18.68
5. G. & Co. Dr.....	0.785	0.672	0.187	0.485	1.007	10.12
6. B. & S. M.....	1.074	0.828	0.616	0.267	1.036	19.84
7. Dr. P. D.....	1.223	0.810	0.438	0.372	1.036	19.30
8. P. D. D.....	0.7085	0.508	0.458	0.019	0.939	8.48 from fresh nuts.
9. P. D. D.....	1.4235	1.081	0.445	0.636	0.954	11.00
10. E. M. D.....	1.415	1.236	0.217	1.019	0.908	11.47
11. R. Dr.....	0.801	0.715	0.110	0.685	1.007	10.74
12. O. K. M.....	1.074	0.891	0.660	0.231	0.985	10.45

Extremes of variation..... 0.765-1.747 0.508-1.236 0.110-0.810 0.08-1.019 0.989-1.036 8.48-19.80

fluorescence similar to that shown by tincture of curcuma. It seems probable that here, as with catechu, a fluorescent body is split off by the action of the alkalies. The author promises to investigate this body.

This fluorescence was not observed in the extract made from the roasted nut whether with or without the addition of alkali.

As the result of his examinations, the author concluded that with the roasted nut only a portion of the caffeine goes over into the extract, no matter whether the extract is prepared from the roasted or the dried nut, with or without alkali.

Relatively the best fluid extract is obtained by using the raw nut without any addition whatever. We present herewith a table showing the results obtained by the author from an examination of twelve different samples of the fluid extract purchased in the open market.

As a general rule, the fluid extract prepared from the fresh nuts yields the smallest quantity of dry residue; those prepared from the roasted nuts yield somewhat higher, and those prepared from the dried nuts the highest percentage of dry residue.

The result of these examinations show such a lack of any definite proportion between the yield of dry residue and the quantity of active constituents present that it would appear necessary to determine the active constituents of any sample under examination and not to depend solely upon the amount of dry residue yielded.

**Minimum Yield of Alkaloids.**

When properly prepared without any extraneous addition from dried kola nuts, the fluid extract should contain not much under 1 per cent, and never less than 0.95 per cent of total alkaloids.

Recently the *London Chemist and Druggist* directed attention to the practice of coloring fluid extracts with caramel, and gave directions for the detection of this form of adulteration. Dr. Dieterich states that he has found the method recommended reliable only under certain conditions, and he recommends the following method for the detection of caramel: Precipitate the fluid extract with lead acetate, filter, remove the lead with dilute

The next paper presented was a series of

**Observations Upon Various Alkaloids.**

By PROFESSOR E. SCHMIDT,

Marburg.

This paper dealt largely with the chemistry of the following alkaloids, and does not lend itself to abbreviation. The matters contained in it are only of interest to advanced students of organic chemistry. The alkaloids treated of were, Corydalin, Cytisin, Anagarin, Scopolomin and "Atroscin."

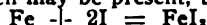
The next paper was by the same author and bore the title,

**Estimation of Metallic Iron in Reduced Iron.**

By PROFESSOR E. SCHMIDT,

Marburg.

The author recommends the use of iodine as being preferable to the mercuric chloride process. He gives the following directions for carrying out the test: Weigh accurately 0.4 Gms. of reduced iron in a state of fine powder, place in a 100 Cc. flask, add 5 to 10 Cc. of water and then gradually 2 to 2½ Gms. of iodine which has previously been thoroughly dried, if necessary over unslaked lime. Weigh the iodine in a small dry glass tube, empty it into the flask, and determine the amount used by the difference in the weight of the tube before and after it is used. The iodine forms a compound with the free iron, but not with any ferric oxide which may be present, thus:



Now rinse down the iodine left in the neck of the flask with some water, add 1 Gm. of potassium iodide, and when all the iodine has dissolved add sufficient water to make 100 Cc.; agitate thoroughly and allow to stand. Measure off 50 Cc. of the clear liquid and titrate the free iodine with deci normal sodium hyposulphite solution. Having thus determined the excess of iodine used, the quantity of the iodine which has combined with the iron can readily be determined and the amount of iron then ascertained by a cal-

**The Varieties of Cardamom Seeds.**

By DR. B. NIEDERSTADT

Hamburg.

In commerce there are found two principal varieties of cardamom seed, the small, or Malabar cardamom, and the long, or Ceylon cardamom, both being the fruit of *Elettaria cardamomum*. The wild cardamom imported into Europe from Borneo is of comparatively little importance. There are, however, various other kinds of seed upon the market, including, for instance, the Siam cardamom, derived from the *Ammonium verum* and *rotundum*, and also a wild or bastard cardamom which is very similar to the Malabar variety and which is obtained from the *Ammonium xanthioides*. These varieties have decidedly declined in popularity in European markets, but they are nevertheless of considerable importance, since they are sometimes substituted for the more valuable varieties and are used to adulterate them. An admixture of the bastard cardamom materially decreases the strength both of taste and odor of preparations made from the seed so adulterated. The author gives the following as the results of analysis of the true (hulled) seed and of the bastard cardamom:

	True.	Bastard.
Water .....	15.25	15.50
Ether soluble extract .....	5.10	4.04
Ash .....	6.55	7.50
Starch and sugar .....	28.84	24.00
Cellular tissue, nitrogenous matters and extractive .....	44.26	48.96

Aside from a smaller proportion of fat and etheral oil there is no marked difference between the results yielded by the two.

The bastard cardamom possesses, however, a much more intense camphor-like odor and taste and leaves a irritating and biting sensation in the throat and on the tongue. The bastard cardamom is of a dirty green color, whereas as is well known the true cardamom has a yellowish white color. This lighter color, however, is not natural, but the result of artificial bleaching and this bleaching accounts for the presence of sulphuric acid in the official variety.

In the discussion which ensued after

reading this paper, Professor Schaer spoke of the very great difficulty of determining a value of cardamom seed, since we have no positive identity reaction for the true seed, while the microscopic characteristics of the powdered seed do not give any clue to their true origin. Professor Schaer states, however, that the presence of manganese in the ash may be taken as an indication that the specimen examined is the true cardamom, or at least contains the true seed. The next paper presented bore the title:

### Examination of Bees' Wax.

BY DR. NIEDERSTADT,  
Hamburg.

The author stated that the tests laid down in German Pharmacopoeia are not sufficient to determine definitely as to the purity of the specimens examined. About 75 per cent of pure wax is soluble in chloroform and it therefore appears necessary to weigh the remainder. Paraffin, ceresin, tallow and stearin are, of course, the most commonly used adulterants, but the statements as to the presence of adulterants must be accepted with great caution, since pure wax itself not infrequently varies materially from the normal, both in its chemical and physical properties. One must take into consideration the specific gravity, the melting point and Hubl's ether acid and saponification numbers. For pure wax the acid number should be 20, the ether number 75, and the proportionate number 8.75. Of course, these numbers while approximately correct are more or less altered by processes of purification, which are perfectly allowable. For this reason it is essential that care be taken in drawing deductions from the results of determinations of these numbers. The range of variations according to Niederstadt is from 19.5 to 23.5 for the acid number and from 73 to 84 for the ether number. When adulterated with paraffin and ceresin or with stearin the wax shows totally different results, as follows:

	Adulterated with paraffin and ceresin.	Adulterated with stearin.
Acid number.....	9	30.59
Ether number.....	30.1	68.40
Saponification number.....	40.1	94.59
Proportionate number.....	3.46	1.05
Specific gravity.....	0.952	0.9385
Melting point.....	25.5°C	66°C

When adulterated with tallow the wax gives off a disagreeable odor on heating and it gives an acid number of 10 and an ether number of 185. The author has not as yet met with a specimen adulterated with either carnauba wax or with resin.

### Sinapic Acid.

BY DR. GADAMER,  
Marburg.

This paper which was the next presented after the papers of Dr. Niederstadt dealt with the constitution and formula of this acid, which has been studied for some time by the author and upon which he made a report early in the year (Arch. D. Pharm. 1897, 2). Dr. Gadamer also contributed a paper on

### The Lactic Acids,

in which he stated that he had gone over the work reported by Kassner and that he had found that Kassner was in error in stating that the addition of zinc oxide stopped the lactic acid fermentation. An investigation of five commercial samples showed that three of them were dextro-rotatory, while two were mixed in composition containing 14.3 and 28.6

per cent respectively of dextro-rotatory acid.

Dr. Hilger communicated the results of a series of studies carried out at the Pharmaceutical Institute at Munich, and Dr. Kunzkräuse read a communication upon the so-called tannic acids and other plant derivatives.

The greater portion of the afternoon session was devoted to a discussion upon the question of the applicability of chemical tests to drugs and galenical preparations.

The next session of the section on pharmacy and pharmacognosy was convened on the morning of September 24th, under the chairmanship of Professor Schaer, of Straasburg, who contributed three papers, the first being

### Recent Examinations of Guarana Paste.

BY PROFESSOR ED. SCHAER,  
Straasburg.

Notwithstanding the amount of study which has been devoted to guarana paste the author stated that there were still some questions of interest concerning the drug which had not been fully elucidated. Such questions, for instance, as the recognition of the most commonly used adulterants, the amount of caffeine and of tannin present, etc.

Professor Schaer believes that the microscope can be more used than it has heretofore in this field. He has found very much less admixture of foreign substances than was generally stated to be present by the text books, and announced the opinion that a case of real adulteration of the drug was a rarity. The admixture of foreign starches of different origins he ascribed to the necessity for using starch as a means of keeping the paste in a solid form. The author stated that he had never yet met with any admixture of Cacao seed, which had been stated was used as an adulterant.

Upon close examination the drug showed that there was very little difference between the caffeine contents of the drug itself and of the paste and the separate seeds, about 8 to 3.5 per cent being the proportion usually found.

In addition to the caffeine the paste should contain catechin and catechu-tannic acid. The presence of saponin, which was observed by Professor Schaer, is of great interest, since it offers a possible explanation of the use of the seed as a fish poison in South America.

### Dragon's Blood and Kino.

BY PROFESSOR ED. SCHAER,  
Straasburg.

Notwithstanding the numerous varieties of dragon's blood and kino which have been described as having sharply defined characteristics, Professor Schaer states that it is quite difficult in some cases to draw a sharp distinction between the two drugs. There are many analogies between the two drugs, and while one contains a larger amount of resin than the other in proportion to the tannin it must be borne in mind that in the plant itself tannin is not infrequently converted into resin. Professor Schaer is convinced that some kinds of resin which have been known for hundreds of years as dragon's blood are in reality kino. The so-called West Indian dragon's blood from the *Pterocarpus Draco* and species of *croton* which were formerly much used are no longer found in the market. This product, which is also called South Ameri-

can dragon's blood, is distinctly different from the dragon's blood derived from palm and from the African dragon's blood. The secretion of the *Pterocarpus* contains all the characteristic constituents present in the Malabar kino.

The kinos derived from the myristicas are more characteristic in that they contain larger quantities of calcium salts which are thrown down when the juice is drawn off, but which are nevertheless retained in very considerable quantities in the extract. The larger the amount of lime present in the finished preparation the lighter in color is the drug. The base appears in the drug in the form of tartrate with a small admixture of the oxalate.

### The Detection of Blood.

BY PROFESSOR ED. SCHAER,  
Straasburg.

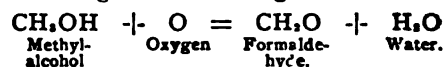
The author stated that it was impossible to be too careful when called upon to identify blood spots, and he therefore deemed it advisable in addition to the study of the optical behavior and the Teichmann haematin-crystals reaction to apply a control test. Such a test has been devised by Professor Schaer and is based upon the fact that chloral hydrate is an excellent solvent for resins, albuminoids and blood coloring matters. The test is applied as follows:

Cut off a very minute portion of the fabric under investigation, place in a porcelain dish and moisten it with a drop of acetic acid, then add a few drops of a solution of guaiac resin in chloral hydrate and stir until the blood coloring matter is dissolved, pour the clear solution obtained in this manner into a small test tube, pour on it a layer of hydrogen peroxide and the well known reaction giving a clear blue color will take place at the zone of contact.

At the conclusion of this paper, Dr. Spiegel made a few remarks upon johimbine, the alkaloid of the "johimber" bark which was recently examined by Dr. Thoms. Dr. Schurmayer also contributed some remarks on vasogen and a general discussion was had on the testing of galenical preparations and surgical dressings. This closed the scientific portion of the proceedings.

### FORMALDEHYDE AND ITS PROPERTIES.

The chemistry and properties of formaldehyde are described in a paper contributed by Dr. Ernest J. Lederle to the *New York Medical Journal*. Taking up the history of its preparation, the author notes that formaldehyde was first prepared in 1868 by Professor von Hofmann. He isolated formaldehyde by heating methyl-alcohol in a spiral of platinum. While at the time the reaction was only regarded as of scientific interest, and the product had no commercial value, it forms at the present time the basis for the method of preparing formaldehyde on a very large scale. When the vapors of methyl-alcohol are brought in contact with a heated platinum spiral incandescence results due to the oxidation of the methyl-alcohol with the formation of formaldehyde gas, according to the following reaction:



### The Preparation of Formaldehyde on a Commercial Scale

is described by the author. While the details are not disclosed, in general, it may be said that the raw material in every case is methyl-alcohol, and that the oxidation is conducted by projecting jets of vapor methyl-alcohol into a heated copper tube, containing porous substances. The alcohol jet is first lighted and kept burning until the copper tubes are heated; the flame is then extinguished, and the operation is going on when the copper tube becomes incandescent, but without an actual flame appearing. After passing the oxidizing surface, the vapors are either condensed directly or are led into a series of chambers containing water, which dissolves the gas. In this manner a solution as strong as 40 per cent may be obtained.

### Chemical Properties.

Formaldehyde has powerful chemical affinities, combining with many bodies; sometimes definite and crystalline substances are formed, but often amorphous ones of doubtful composition. Many additional products are formed by it. The fact that formaldehyde and ammonia combine quite readily is interesting and of great importance, as it affords a means for its determination, and, as the product of the combination, hexamethylenetetramine, is odorless, the pungent odor of formaldehyde can be readily removed by the vapor of ammonia.

Ammonia and its compounds being often products of decomposition, formaldehyde becomes a very valuable agent as a deodorizer.

The credit of the discovery of the powerful antiseptic properties of formaldehyde and its practical application is due to A. Trillat, who in 1888 first noticed its preserving action on samples of urine, and in 1891 made public his experiments, showing it to possess antiseptic properties much superior to all non-toxic organic antiseptics then known.

### Commercial Forms of Formaldehyde.

It appears in commerce principally in the form of a solution of the gas in water, which is also called formalin (trade-mark) and formol.

These solutions are almost always sold as containing 40 per cent of the gas. They are colorless liquids, having an acid reaction, and the pungent odor of formaldehyde. It is now generally admitted that they are not simple solutions of the gas in water, but a mixture of the various polymers of it, and all of which on proper treatment yield the gas.

Recently the following articles have been offered for generating formaldehyde gas:

A solution called "formochlor," containing from 25 to 30 per cent of formaldehyde and some calcium chloride. This solution is intended for use in the Trillat autoclave.

Paraformaldehyde in tablet form.

Also a white powder, probably trioxymethylene.

### Quantitative Determination of Formaldehyde

The importance of being able to test accurately the strength of solutions of formaldehyde used in disinfection is apparent to all. The principle on which the method is based is that ammonia and formaldehyde combined quite readily to form the compound hexamethylenetetra-

mine, according to the following reaction:  

$$6\text{CH}_2\text{O} + 4\text{NH}_3 = (\text{CH}_2)_6\text{N}_4 + 6\text{H}_2\text{O}$$
 Formalde-      Ammonia      Hexamethyl-      Water.  
 hyde.                    entramine.

From the amount of ammonia required to form this compound the formaldehyde is calculated. The best results were obtained when an excess of ammonia was used, the mixture allowed to stand for at least twelve hours, with an occasional shaking, and the excess of ammonia present determined by means of sulphuric acid, using coralline (rosolic acid) as an indicator.

### Method of Analysis.

Take specific gravity of the solution at the room temperature.

Place 2 or 3 Cc., carefully measured, into a bottle with a glass stopper; add 50 to 60 Cc. N-2 ammonia solution; shake well, and let stand twelve hours, shaking occasionally. Then titrate with N-4 sulphuric acid, using coralline (rosolic acid) as an indicator.

### Calculation.

Cc. of ammonia neutralized by formaldehyde = Cc. of ammonia used, minus Cc. of sulphuric acid.

Then, per cent strength of solution =

$$\frac{2.25 \times \text{Cc. ammonia neutralized by formaldehyde}}{\text{Grammes solution taken.}}$$

In case the solution under examination is acid, the amount is first to be determined by fixed alkali and a corresponding correction made in the above calculation.

## DISPENSING NOTES.\*

By PROF. W. L. SCOVILLE, PH.G.,  
Boston, Mass.

### Syrup of Three Phosphates.

Complaints are frequently made that this syrup does not remain clear, but deposits on standing.

In making the corresponding elixir of three phosphates, Professor Caspari recommends the addition of ammonium acetate to give an elixir which will remain clear on diluting with water, or on chilling. This has been tried on the syrup of three phosphates with success. The only change from the official formula is the substitution of a strong solution of ammonium acetate, made by dissolving 71 grains of clear ammonium carbonate in 225 grains of 36 per cent acetic acid for an equivalent volume of syrup in each pint of elixir. The syrup so made mixes well with water, but is more sensitive to light than the official preparation, and should be preserved in the dark.

### Pills of Oily or Liquid Bodies.

Crumb of bread has long been recommended as an excipient for making pills of fluid bodies, but is seldom used—probably because the pharmacist generally prefers to eat outside the store. It makes an excellent excipient when fresh, but is not often available in that condition. As a result of a series of experiments made at the Massachusetts College of Pharmacy to provide a substitute, wheat flour was found to be the best simple excipient for such bodies as creosote, camphor-chloral, volatile oils, etc. The fluid is first absorbed by a slight excess of flour, making a somewhat granular paste, then

sufficient syrup is added to make a plastic mass. The presence of a slight amount of aqueous fluid is necessary to secure plasticity and adhesiveness. A two-grain creosote pill, so made, is about the size of a four-grain quinine pill, as ordinarily made.

The smallest pill that can be made from these fluids is by use of gelatin. For this a paste or jelly made by dissolving 5.5 parts of gelatin and 2.5 parts of sugar in 12 parts of hot water, then allowing to cool, is necessary. This is best preserved in a wide-mouth bottle, and covered with a layer of diluted alcohol which prevents hardening and drying.

When used, one grain of this paste is added to each minim of creosote, oil, or other fluid to be massed warm to liquefy and thoroughly mix it; it is then kneaded with a sufficient quantity of powdered althaea to make a mass. The mass is easily formed and is plastic. A three-grain creosote pill made in this manner is about the size of a four-grain quinine pill. The sample submitted has been kept in an ordinary paper pill-box for about six months.

### Phosphorus Pills.

The U. S. P. formula for making these is not highly satisfactory. It contains an excess of gum, which makes a tough, rubber-like mass, which is too elastic to form into pills easily. The pills persistently spring out of shape and much patience is needed to get them round and even. A smaller amount of gum remedies this difficulty and yields a good mass. One-tenth of the quantity of acacia directed in the official formula is enough, and a sufficient quantity of althaea to make up for the unused gum, gives a fairly satisfactory mass. The following formula has been used at the college, where it is liked:

Phosphori .....	1 gr.
Glycerrhiz. pulv. ....	1 dr.
Tragacanth .....	6 grs.

For sixty-five pills.

Dissolve the phosphorus in 1½ drams of chloroform, add to the mixed powders, stir thoroughly, and when the chloroform has almost evaporated add ten drops of glycerin and sufficient syrup to make a mass.

### Methyl Alcohol.

G. P. Howe found two out of six commercial liniments to contain methyl alcohol as a solvent. Apparently the better grades of wood spirit were used in these. Some distilled extracts of witch hazel were also found in the market which contained methyl alcohol. Samples of wood alcohol are now in the market which are quite free from disagreeable odorous constituents, and a considerable quantity of these high grade spirits are apparently in use for making external remedies. It is not likely that any methyl alcohol is being used in making remedies for internal administration. A sample of the body advertised as "Acetone Alcohol" was obtained and examined. It had the odor and appearance of a good quality of methyl alcohol. It distilled entirely at 66° C., with no separation, and had a specific gravity of 0.796. These figures correspond to the density and boiling points of commercial methyl alcohol. On testing, the characteristic reactions of methyl alcohol and of acetone were obtained, but the latter was indicated in small amounts only. Probably but little is present.

\* Abstract of a paper presented to the Massachusetts Pharmaceutical Association at a recent meeting.

### An Automatic Prescription.

A curious instance of how one incompatibility may, at times, overcome another, and show the difference between theory and practice—when the theory does not go quite far enough—is found in the following prescriptions which have some popularity in the city of college students:

Copaiba .....	4 drs.
Tinct. ferri chlor. ....	2 drs.
Spt. aeth. nitros .....	3 drs.
Tint. opii .....	2 drs.
Mucil. acaciae .....	2 ozs.

This is a combination of incompatibilities. Mucilage of acacia is gelatinized by tincture of iron, and is precipitated in a stringy mass of nitrous ether. Copaiba does not give a very slightly solution with the alcoholic fluids, and if an emulsion be first formed with the copaiba and mucilage, the addition of alcoholic liquids is likely to break the emulsion and precipitate the gum. Moreover, spirit of nitrous ether is very readily decomposed by aqueous fluids, and herein lies the redemption of this prescription. If the nitrous ether is in good condition and of nearly full strength, a presentable mixture cannot be obtained on first mixing. The more it has decomposed the more readily can a smooth mixture be obtained, since the acid decomposition products of this body overcome the incompatibility between the iron and the mucilage. In either case it is wise to hasten the decomposition of the ether. This can be done in the following manner: Mix the copaiba, iron, nitrous ether and laudanum in the bottle, add all the mucilage at once and shake vigorously. A more or less gelatinous and stringy mass results which usually cannot be poured from the bottle. Plunge the bottle into hot water, and allow it to remain until the contents are well warmed. The mixture gradually liquefies and gas escapes (wherefore the bottle should be loosely stoppered) and a smooth chocolate-colored emulsion results which can be poured easily. A slow evolution of gas may persist for some hours, and the patient should be cautioned against inserting the stopper too tightly lest an explosion result. The only purpose of the nitrous ether here can be to make a presentable mixture, since none can exist in the finished preparation.

### Shampoo Liquids.

C. A. Keucher, Ph. G., examined five commercial fluids and found them all to consist, in the main, of perfumed solutions of soap and potassium carbonate, or soap and borax. One claimed to contain egg albumen, but none was found. The amounts of potassium carbonate present ranged from 10 to 15 per cent. He offers the following formula for an ideal shampoo fluid:

	Parts.
Pine tar .....	20
Linseed oil .....	200
Caustic potash .....	45
Alcohol .....	20
Water .....	225

Heat the tar and oil to 60° C. (140° F.), dissolve the potash in the water, add the alcohol, and gradually add to the oil and tar mixture, constantly stirring. Continue the heat until thoroughly saponified and make up to a pint with water. Perfume (or not) to suit.

### Commercial Emulsion.

J. H. Pushard, Ph. G., has made an examination of five of the "most widely

known" and popular emulsions of the market, in order to ascertain what emulsifying agents are used by the manufacturers. The amount of oil present was also estimated. His results are as follows: Emulsion No. 1 yielded 32.3 per cent of cod liver oil, and was made by use of acacia and tragacanth combined. Emulsion No. 2 yielded 39.2 per cent of oil, was made by the use of acacia and was acid in reaction. Emulsion No. 3 yielded 27.9 per cent of oil, and was also made with acacia. Emulsion No. 4 yielded 39.2 per cent of oil and showed the presence of both acacia and tincture of quillaja. Emulsion No. 5 yielded 34.8 per cent of oil and gave evidence of having been made with tincture of quillaja alone. Two of the above were labeled egg-emulsions, but in neither of them was there any indication of egg being present, even when compared analytically with an emulsion made with glycerite of yolk of egg. Apparently acacia is the favorite emulsifying agent among the manufacturers, in spite of its cost.

## NEW PROCESS FOR CONDENSED MILK.

Discussed at the College of Pharmacy.

Can be Applied to Manufacture of Malt Extract.

An interesting gathering of the members of the College of Pharmacy of the City of New York was held in the large lecture hall of the college on the evening of Tuesday, October 19th. It was the first of the stated meetings of the season. Vice-President Gustavus Ramsperger occupied the chair, and Thomas F. Main, the secretary, recorded the proceedings. The attendance included a number of the best known members of the college, including William M. Massey, George Massey, Clarence O. Bigelow, Thomas J. McMahon, A. C. Searles, Ruben R. Smith, George Kempton, F. O. Collins, E. Molwitz, Dr. H. H. Rusby, Dr. Harry B. Ferguson, Dr. G. A. Ferguson, George B. Wray, O. J. Griffin and others. The reading of the minutes of the previous meetings was taken up immediately after the meeting was called to order, and this occupied considerable time, the minutes of the trustees' meetings being presented together with those of the stated meetings. No exception was taken to the accuracy of the records and the minutes were approved as read.

### Dr. Rusby Introduces the Paper.

Reports of committees being called for, Dr. H. H. Rusby responded for the Committee on Scientific Papers. He stated that Mr. Henning had taken charge of the work of the committee in the absence of Professor Coblenz, and had succeeded in procuring an interesting paper on "The Condensation of Milk by the Cold Process." The author, Byron F. McIntyre, had contributed a paper previously on the same subject, which was printed in the *Alumni Journal*. Professor Rusby had made an effort to insure the attendance at this meeting of several gentlemen who were competent to discuss the paper, but had failed in nearly every instance. Professor Prudden had been requested to attend, but declined for the reason that his studies of milk were confined to the bac-

teriology of the fluid, and he was not familiar with manufacturing processes such as the one to be described by Mr. McIntyre.

### Process a Simple One.

The paper, in the absence of the author, was read by Dr. Harry B. Ferguson. It embodied a description of the essential features of the cold process of condensing milk. The process was briefly summarized as follows:

1. Reducing the bulk of the milk by conversion of the water of the milk into ice, instead of vapor or steam.
2. The making of the ice on the surface only of the milk, by elevation of the freezing-pans in an atmosphere of zero temperature, or thereabouts.
3. Frequent breaking of the surface ice so that fresh liquid is presented to a freezing effect, with gradual submersion of the broken ice, as the bulk of ice increases.
4. Standardization of the product.

The author claims for the cold process of condensing that there is no thickening or chemical change in the albuminoids. Speaking of the vacuum process, he said it was perfect in proportion to the lowness of temperature employed. In other words, heating thickens the albuminoids of the milk very much as egg albumin is thickened by heating.

In the cold process of condensing, the paper stated, the density of the finished product varies in proportion to the water contents of the milk, so that four parts of milk condensed by cold process does not have the density or the quality of thickness as seen in commercial brands of unsweetened condensed milk. A condensation of five and one-half gallons to one gallon is required to produce a product with the desired consistence or thickness, which is an increase of over one-third in the fat free milk solids as compared with a standard of four to one. Economically considered, this is objectionable, as the skim or fat free milk has but little cash value, and the preparation has increased nutritive value in its nitrogenous constituent.

To determine the reducing ratio of this skim-milk, one hundred gallons (the quantity of milk used in a number of experiments) was divided by five and one-half, giving a final proposed product of about eighteen and one-fifth gallons, which must include the cream admixture made at the finish of the process. The proportion of fat in this finished product should be fourteen and four-tenths per cent, which has its equivalent in about five and one-fifth gallons of the heavy cream. Deducting this volume of heavy cream from the calculated volume of finished product, we have about thirteen gallons as the standard to which the one hundred gallons of skim-milk is to be condensed by the freezing process. In other words, eighty-seven gallons of water in the milk are formed into ice, leaving an unfrozen balance of thirteen gallons of very thick milk, which, according to the author, represents in milk sugar, casein and inorganic salts, fully nine gallons of solids. The fat equivalent represented by the five and one-fifth gallons of heavy cream is adjusted in the final product to represent in a dilution with water three parts, and condensed milk one part, a proportion of three and six-tenths per cent of milk fat, which is the normal proportion in an average good milk.

### Details of the Process.

The practical application of the process was then described as follows:

"The freezing closets having been prop-



erly refrigerated, the previously cooled milk, measuring one hundred gallons, was put in the pan, the closet closed, and in due time the stirring apparatus was put in motion. After nine hours the whole bulk of milk was converted into a magma of ice crystals and milk sufficiently thick to form into hummocks. When run in the centrifugal, the thick milk measured about fifty gallons. An average sample of the snow-like ice, when melted and evaporated to dryness, gave two-tenths per cent of residue. The fifty gallons of thick milk was returned to the freezing closet and in six and one-half hours it was a dense crystal mass, which, after centrifugal treatment, measured about twenty-five gallons. The ice contained seventy-five one-hundredths per cent of solids. A third freeze of four and one-half hours and centrifugal extraction reduced the bulk of the milk to about thirteen gallons. The ice from this last freeze assayed one and two-tenths per cent of solids. The total time, both for freezing and extracting, was about twenty-four hours with one freezing closet, but this time with two closets could have been reduced from one-third to one-half. It will be noticed that the percentage of solids in the ice increases slightly as the milk becomes concentrated, due to adhering thick milk to the ice crystals. This tendency is overcome largely by increasing the speed of the centrifugal, particularly on the last freeze."

#### Discussion.

At the conclusion of the paper, the reading of which was listened to with close attention by all the members, a short discussion ensued. Mr. Henning had interviewed the author in regard to the availability of the process in the manufacture of certain pharmaceutical preparations and was informed that it had already been applied to the manufacture of extract of malt and similar solutions with excellent results. By its use the malt extract could be concentrated and endowed with four times the diastatic value of a malt extract prepared in the ordinary way. The process could also be applied to the manufacture of meat extracts and similar solutions of peptones and albuminoids.

Mr. Ramsperger asked if there was any danger of losing the salts contained in milk through their being taken up in the freezing process. Mr. Henning was unable to satisfy him on this point, but Dr. Rusby thought there might be some likelihood of some portion of the salts of the milk being carried over in the freezing process. He considered the point made by Mr. Henning with reference to the use of the process in the manufacture of preparations like malt extract most important. At the last meeting of the American Medical Association a resolution was introduced suggesting the adoption of a uniform standard of diastatic value for malt extracts by the U. S. Pharmacopoeia, and a committee was instructed to report at the next meeting.

This practically ended the discussion, and on motion of William M. Massey, a vote of thanks was tendered to Mr. McIntyre for his excellent paper.

#### Report of Delegates to A. Ph. A.

Thomas F. Main made a verbal report as one of the delegates to the forty-fifth annual meeting of the American Pharmaceutical Association, held at Lake Minnetonka, Minn., last August. He touched upon the delightful reunion of a number

of the alumni and members of the New York College of Pharmacy which had been effected there, and complained of the absence of members of the college faculty. He was a warm advocate of the attendance of the teaching staff of the college at the annual meetings of the American Pharmaceutical Association and expressed the hope that measures would be taken to secure the attendance of some of the professors at future meetings. The discussions in the various sections of the association were frequently of considerable interest to the colleges, he said, and were usually participated in by teachers connected with other leading institutions.

#### Deaths.

The secretary reported the death of two members since the last meeting, and moved the appointment of a committee to prepare suitable memorial notices. Both of the deceased members had served as treasurers of the institution. William Wright, who died on September 23d, graduated from the college in 1854, and served as treasurer during 1868 and 1869. David Hays, who was treasurer of the college from 1882 to 1890, died on September 15th.

Out of respect to the memory of the deceased gentlemen, Chairman Ramsperger asked the members to rise, which was done.

#### Are the Professors Practicing Dentistry?

F. O. Collins called the attention of the members to an illustrated circular which was being issued by a firm of dentists, which contained the portraits of several members of the faculty, who are referred to in the circular as experts connected with the firm of dentists. He wanted to know if the professors were practicing dentistry with the approval and consent of the trustees of the college. Dr. G. A. Ferguson, whose portrait appeared on the circular, explained that he had had his attention directed to the circular by a friend, and he could assure the members that the cut was used without his authority. He was very indignant about it and was considering some means of obtaining legal redress. On motion of T. J. Macmahan a committee was appointed to investigate the matter.

#### Preservation of Grapes and Potatoes.

Consul-General Jones writes from Rome (consular reports for August), June 24, 1897: "A recent bulletin of the School of Agriculture of Scandicci, Italy, describes experiments made by Professor Marchi for the keeping of grapes fresh during the winter. A certain quantity of grapes (comprising different qualities) was hung up in a cool and dry place, all damaged berries having been previously removed. A second lot was packed in dry, pulverized peat in wooden boxes. At the end of four months the grapes that had been hung up had become decayed and had dropped off; on the other hand, those that had been packed in boxes were found to be in fine condition. This is, therefore, a simple and economical method. Another one consisted in gathering the bunches with a good bit of stem attached and immersing their tins in bottles containing water and pulverized charcoal. Experiments were also made for preserving seed potatoes by using corn shucks, sawdust, peat and very dry sand. The three first-mentioned substances gave the best results, while the sand proved a failure."

## PHILADELPHIA COLLEGE MEETING.

### Important Papers Read.

**Modified Formula for Goulard's Extract—Discussion on the Question of Dismissing "Liquors" from the U. S. Pharmacopoeia—Opinion Evenly Divided.**

The first of the series of Pharmaceutical Meetings of the Philadelphia College of Pharmacy, for 1897-98, was held in the Museum of the college, October 19th, J. W. England in the chair.

Routine business finished, the first item of interest was the presentation of specimens for the cabinet collections of the college. Dr. C. B. Lowe exhibited some handsome specimens of *asa fetida*, which were obtained from the Smith, Kline & French Co., they having received them in original packages from Bombay, through the London market; also some Japanese persimmons, obtained from Florida, where they are largely grown by grafting the wild variety.

Professor Henry Trimble exhibited, on behalf of Charles Bullock, an interesting collection of minerals, among which were several samples of gold ore from Colorado and samples of silver ore from Mexico. The chairman presented a flowering specimen of *colchicum* plant which had been preserved in alcohol.

On motion of Professor Trimble a vote of thanks was extended to Mr. Bullock for his valuable donation.

The consideration of papers was next in order and the first one read was on "An Examination of Some Official Lead Preparations,"

by F. W. Haussmann.

This embodied not only an examination of the majority of the official lead preparations, but also contained criticisms on the official methods and standards, together with suggestions for rendering them more accurate. The author found the cold maceration process of the Austrian pharmacopoeia, for Goulard's extract, to be a very satisfactory one. This he modified so as to shorten the time required for making the preparation, and it is here given in full for the benefit of those pharmacists who wish to avail themselves of expeditious methods. The directions are as follows:

#### Modified Formula for Goulard's Extract.

A strong bottle—a fruit juice bottle holding a full quart will answer—is graduated to 730 Cc. Distilled water is heated to boiling and poured into the bottle up to the graduation mark; 170 Gm. of selected crystallized lead acetate, previously broken into small pieces, are now quickly added and the bottle corked. A few turns of the vessel will dissolve the salt; 100 Gm. of lead oxide, previously sifted, are now added in divided portions, thoroughly shaking the bottle after each addition. In from five to ten minutes, on repeated thorough agitation, the yellow color of the oxide will have changed to white. The mixture is allowed to stand two hours or until cold, with occasional agitation, and filtered with observation of the usual precautions.

An interesting feature of the meeting was a paper by Professor Remington, on "International Congress."

In his remarks on international gatherings for scientific purposes, the speaker referred to the difficulties of bringing together for harmonious deliberation representatives of nations speaking different languages and oftentimes biased by strong political prejudices. But, said the speaker, science knows no country and no language and the need for such meetings is none the less apparent. He also said that the Eighth International Pharmaceutical Congress at Brussels was tendered a very cordial reception and that those who held aloof from the influence of such gatherings and deplore their uselessness were, in his opinion, the loser.

#### Lyman F. Kebler on Balsam Copaiba.

Lyman F. Kebler presented the next paper, which embodied the results of an examination of "Balsam Copaiba, Oil of Copaiba, Mass Copaiba, Resin Copaiba and Gurjun Balsam."

With regard to the consumption of these products, the writer stated that there is a very limited demand for solidifiable copaiba, mass copaiba and resin copaiba; the article which is most largely used being a copaiba containing from 40 to 60 per cent of oil. He, therefore, thought this commodity should be recognized by our pharmacopoeia. Speaking of the present requirements of the pharmacopoeia for balsam copaiba, he said that only the solidifiable is recognized, while practically nothing but an unofficial article is used.

#### "Liquors" in the Pharmacopoeia.

A paper by the chairman, J. W. England, on the question, "Shall Distilled and Fermented Liquors Be Dismissed from the U. S. Pharmacopoeia?" was generously applauded by the audience.

The writer strongly favored the retention by the pharmacopoeia of the so-called "liquors," and said that to his mind the question was wholly a medical one. If they have sufficient therapeutic worth they should be retained. If they have not they should be dismissed. It is not a matter of sentiment either for or against the liquor traffic. It is a matter of simple justice to the sick. So long as they are prescribed by physicians so long should they be recognized by the pharmacopoeia and demanded of a certain quality like any other drug. With reference to the alleged impurities of whisky, the writer said that only traces of fusel oil were found in whisky which was properly aged, and the small amount of tannin present could not have much effect. He could not agree with the claim that these "liquors" are valuable solely on account of the alcohol they contain. Whisky is known to contain a percentage of acid constituents, which by some writers is regarded as valerician acid. He had examined a large number of samples during the last five years and in the majority of the samples the better the quality in other respects the higher the acidity.

The discussion on this paper was animated, serious and amusing by turns.

#### Reasons for and Against Dismissal.

William B. Thompson saw no reason for retaining whisky, since it does not enter into any official preparations, and he thought that the official wines could be made with alcohol of proportionate strength.

Dr. Lowe believed that the alcohol which these liquors contain is their only therapeutic constituent, and hence they are valuable only as stimulants, but that their bouquet renders them more palatable and on this account they should be retained.

C. Carroll Meyer also favored retaining them and said that the large majority of druggists did not sell them except on the orders of physicians.

Mr. Keekler took an opposite view of the question. He had examined samples of wine which were grossly adulterated and many which were artificial products colored with aniline dyes. He believed that victims of the alcohol habit are in many cases attracted by the bouquet of spirituous liquors, who might not otherwise use them.

This subject was suggested for discussion only and no final action was taken by the meeting, the sentiment of those present was probably pretty evenly divided.

### KINGS CO. PHAR. SOCIETY.

#### Slim Attendance at Meetings.

The usual monthly meeting of the Kings County Pharmaceutical Society (Brooklyn) was held on Tuesday, October 12th, at the college, 329 Franklin avenue, and was poorly attended. Including the officers and one of the professors from the class-room below the total attendance was ten.

The society's membership embraces nearly one-half of the total number of registered pharmacists in Kings County, which is an excellent showing as compared with many similar organizations. A few years ago the society promised to be a most flourishing institution, the evidences of activity and progress presented by it at the various meetings being many and convincing. Especial credit was reflected upon the society from the circumstance that the major portion of the proceedings at the monthly meetings consisted of the reading of papers on topics of scientific interest and debates on technical subjects. The professional benefit resulting from the bringing together of large numbers of the craft for the discussion of matters affecting both their professional and trade interests was obviously considerable.

Of late, however, the character of the meetings has undergone some change, and pharmaceutical politics is playing a larger part than pharmaceutical chemistry. With this there has come a certain lack of interest, and the attendance at recent meetings has dwindled to a faithful few, who with the help of a professor or two from the class-rooms below, barely manage to form a quorum at the call of the president.

The proceedings at the meeting on October 12th were largely routine in their character. Owing to the absence of Flavel N. Bliss, the proceedings were recorded by Luther F. Stevens, who acted as secretary *pro tem*. The meeting was called to order by Adrian Paradis. William H. Bussenschutt, of 219 Cornelia street, Brooklyn, applied for membership and his application took the usual course. The application of Dr. E. H. Bartley, received at a previous meeting, was favorably acted upon, and he was elected to membership. Dr. Wm. H. Weygandt, of 132 Ewen street, asked leave to withdraw from the society as he was no longer actively engaged in pharmacy, and his resig-

nation was accepted. The treasurer's report was received, and took the usual course. For the Committee of Supervision former president Wm. Muir reported the purchase of five microscopes, fifteen desks and apparatus, costing \$250, for the use of the college. He reported a heavy matriculation for the present session, the attendance of students being 106, divided into 63 juniors, 40 seniors and 3 post graduates. This, he said, represented the largest class in the history of the college. Addressing the members briefly, he took exception to the conclusions drawn by the writer of an article in a contemporary drug paper, which appeared to demonstrate that the amendment to the pharmacy chapter of the Greater New York charter had lapsed and did not now form part of the law. He dismissed the subject rather briefly by saying that some one must have had a late supper followed by a bad dream. He noted it as a curious fact, however, that whenever the paper referred to did have bad dreams, they were invariably directed against the Kings County Pharmaceutical Society. He declared himself in favor of "Home Rule" in all matters affecting the regulation of pharmacy in Greater New York. Conditions beyond the Bronx were different and required special legislation. The grocery man in the country districts wants certain privileges and he usually has influence enough with the legislature to secure almost anything he wants. "We ought not to have any rural districts in Greater New York," said Mr. Muir, "and while the law under which we shall conduct business next year is very lax, being very indefinite as to the sale of drugs by dry goods men and others, it is much better that the control of its operation should be centred within the greater city." Mr. Muir said he believed in home rule in pharmacy law as in other laws. He waxed very severe over the treatment which the colleges and their teaching faculty had received from the State Association. He wished it understood that the two colleges of New York and Brooklyn had accomplished more for the State Association than any other organizations.

Luther F. Stevens, the temporary secretary, contributed something to the discussion at this point. He eulogized the pharmacy act of Kings County which was abolished by the charter commissioners, and stated that it had been taken as a model for all new pharmacy laws enacted throughout the country, a statement which was received with a smile by those who knew better.

Dr. P. W. Ray introduced a resolution instructing the Committee on Conference of the Kings County Pharmaceutical Society to communicate with the Legislative Committee of the State Association and find out how far they had progressed with their new pharmacy law. The motion was seconded by Luther F. Stevens. Dr. Ray's idea in asking for the adoption of this resolution was to get all the information possible for the committees of the three organizations of Greater New York to help them in framing a law which would not conflict with the law drafted by the State Association.

The motion was vigorously and successfully opposed by Mr. Muir on grounds of inexpediency, and Dr. Ray was finally induced to withdraw his motion. It was announced that the conference would be held at the New York College of Pharmacy on October 28th. The members of the joint conference committee are: Kings

County Pharmaceutical Society, Messrs. Paradis, Brundage and Muir; New York College of Pharmacy, Messrs. Erb, Os-  
mun and Bigelow; German Apothecaries' Society, Messrs. Hirsman, Faber and Goldman. This terminated the proceedings, and the meeting adjourned at 4 o'clock, after sitting 45 minutes.

### Paraformic Aldehyde as a Disinfectant.

Dr. B. H. Paul, editor of the London *Pharmaceutical Journal*, has made a study of paraform as a disinfectant, and publishes his conclusions in his own journal, as follows:

"These results show that it is possible readily to convert the insoluble paraformaldehyde into its soluble modification, formaldehyde. It would thus seem that it would be more advantageous to produce paraformaldehyde than formaldehyde for commercial use, as it is more readily manipulated, and, as we have shown, is easily rendered soluble to a suitable degree of strength for antiseptic purposes when required. Indeed, where an antiseptic powder is required, there is no reason why paraformaldehyde itself should not be of great service.

"The formation of paraformaldehyde from formic aldehyde naturally depends on the purity of the material operated on, as well as on the method of procedure. On exposure to air of an aqueous solution of formic aldehyde until it dries up, there appears to be formed not the true para compound, but a mixture partaking to some extent of the characters of the substance (CH<sub>2</sub>O)<sub>n</sub>, described by Tollens and Mayer as being formed when formic aldehyde is evaporated over sulphuric acid. This substance we found melted at about 131° C., and was more soluble in water than paraformaldehyde. The polymer produced by adding sulphuric acid to formic aldehyde had a much higher melting point; namely, 170° C. The variation of the melting point from 152° to 172° C. ascribed to paraformaldehyde is no doubt due to an admixture of these two bodies."

### The Influence of Antipyrin Upon the Hydrochlorate of Quinine.

Santesson, of Stockholm, referring (*Deut. Med. Woch.*, Beil. 2, September, p. 57) to the great want that ever since the beginning of the hypodermic treatment has been felt of some way of administering quinine in this way, especially in severe malaria, points out that the difficulty may be overcome by using Laveran's formula (hydrochlorate of quinine 3, antipyrin 2, distilled water 6) giving a 50 per cent solution, of which the injection is painless. Blum in 1894 used this solution extensively during a severe malarial epidemic in Algiers, and always found it satisfactory. Experiments on animals and on himself lead Santesson to believe that a new salt was formed by chemical transformation, similar, but not equivalent to the quinine salt, and with his colleague, Sjoquist, he has proved that such a new salt, which he calls chinopyrin, actually is formed.

Will someone give us a good and valid reason why we should furnish doctors with prescription blanks?—C. E. Corcoran.

## CORRESPONDENCE

### Mr. Hallberg Invites Criticism of Laws Revision Report.

To the Editor.

Sir: In your comment (see issue of September 25th) on the report of the Committee on Pharmaceutical Laws Revision, presented by me at the last annual meeting of the American Pharmaceutical Association, anent the reference to the "powers delegated to the States by the Constitution of the United States," you make the following observation:

"It is with a distinct shock that one meets with so perverted a conception of the relations of the States and the United States." As you surmise, the secretary did not write this, but, as I stated specifically in presenting the report, it was written by me entirely and I am alone responsible for it. While I plead guilty to a technical error in interpreting the Constitution, excusable, perhaps, in one who had the misfortune not to be born under the aegis of that great instrument for liberty, equality and fraternity, permit me to state in defense. The meaning and practical effect of the interpretation as rendered is absolutely correct.

Nowhere in the Constitution are any powers conferred upon the Federal Government through which the practice of pharmacy or the sale of poisons could be regulated by act of Congress, except as the sale of poisons may be excluded from the mails, etc. Article X of the amendments to the Constitution says:

"The powers not delegated to the United States by the Constitution nor prohibited by it to the States, are reserved to the States respectively, or to the people."

In the introductory to the proposed changes in the pharmacy laws, I incidentally refer to this relationship of the States to the United States. What difference does it make, for the purpose in view, if it be a power "delegated to the States," or "reserved to the States" because the power has not been delegated to the United States?

You say, further, "nor is this error the only evidence of haste which mars an otherwise valuable report." Yes; it was prepared practically within twenty-four hours, because it was our desire to base it on the findings in our inquiries, and these were slow in materializing, so slow that we waited until the last day (Sunday) to draft the report. No doubt some one else could have done it better, but the fact remains that no one else attempted anything out of the usual rut of alleged pharmacy laws. We might improve on it were we to do it over, as Bancroft said in reference to his work on "The History of the United States." *Experientia docet!*

Please remember that this report embodies simply the most important provisions for the drafting of an ideal and presently attainable pharmacy law, in my humble opinion. I am not a lawyer, although my modesty prompts me to believe that the definitions, limitations and provisions generally, as far as presented in this preliminary draft, are more concise and specific than these are in most of the present pharmacy laws.

Now, it is hoped, that the journals will attack the changes proposed, the poison classification plan; that is the central idea; also the separation in two classes, the titles and privileges. Don't hold

back; the exterior albuminous layer of my person has long since been rendered impervious by contact with gall and the fervid tincture thereof. To reach my sensibilities, you must cut deep; no mere quibbles or trivial criticisms.

C. S. N. HALLBERG.

Chicago, 358 Dearborn street, October 6, 1897.

### Prosperity Has Not Reached the South.

Specimens Wanted.

To the Editor:

Sir: There fell into my hands a few days ago a type-written letter, or circular, in which you begin by saying, "Prosperity has come." Now, I am in business in this city, and with me prosperity has not come. I have inquired of many of the best business men of our city, and all to a man report—none on hand, and so far my search for the article has been fruitless. I notice it frequently and freely advertised by many of the leading papers of the eastern and northern states, but in our section it is not to be found. It is an article that I have greatly desired and for which I have searched and labored with great diligence, even with tears, yet in vain, and I am writing to ask of you, the kindness to forward to me, by mail, at once, a few samples of your best article (quoting your most liberal terms), that we may test the genuineness and durability of same. By giving this matter your prompt attention you will confer a favor upon, yours in trouble,

F. C. FITZHUGH.

Charlottesville, Va., Oct. 15, 1897.

### One Law for One State.

To the Editor:

Sir: Permit me to compliment you upon the eminently sensible view which you take concerning the pharmacy law in the State of New York. I have just finished reading your editorial on the subject, and I thought I would let you know that I coincide in your opinion.

A single law for the whole State is the only proper disposition to make of the subject, and the question will never be settled until it is settled in that way. All other arrangements will be but temporary expedients, giving rise to constant friction, and will, in the end, have to be abandoned for a general law.

J. H. BEAL.

### The Constituents of Echium Vulgare.

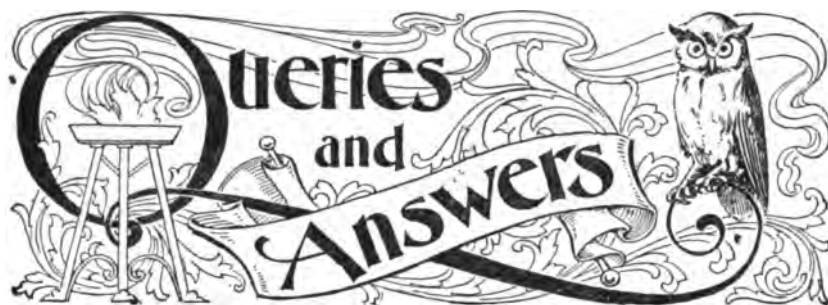
August Drescher read a paper at the last meeting of the New Jersey Pharmaceutical Association, in which he stated the results of an examination made by him of this drug in which he found evidence of the existence of an alkaloidal principle resembling in some of its reactions curarine, methyl-strychnine and picrotoxine, but differing slightly from each. Lack of material rendered it impossible to determine definitely whether or not the body found is a new alkaloid or not.

### News and Markets Best.

I have taken several drug journals during the past ten or fifteen years, but I consider the AMERICAN DRUGGIST the most reliable, both in news and markets, of any of them.

C. A. CLARK.

Mt. Sterling, O., Oct. 15, 1897.



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect. When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**Beechnut Oil.**—C. M. asks for the address of "anybody who makes beechnut oil." Manufacturers can address C. M. through our columns.

**Ink for Stylographic Pens.**—F. L.—The following is a recent formula. In compounding this ink attention should be paid to the order of mixing, and one or two attempts on a small scale should be made before essaying the manufacture of the quantity prescribed.

Indigo carmine .....	1 dr.
Powdered gum acacia .....	2½ drs.
Tannic acid .....	325 grs.
Pyrogallie acid .....	10 grs.
Iron sulphate .....	220 grs.
Carbolic acid .....	1 dr.
Simple syrup .....	1½ drs.
Distilled water .....	20 ozs.

**Shaving Cream.**—G. & S.—There is a great variety of formulas extant for pastes and creams of the kind referred to in your note. We annex a few of the more typical ones:

(1) White soft soap .....	4 ozs.
Spermaceti .....	4 drs.
Olive oil .....	4 drs.

Melt; stir together till nearly cold and perfume to taste.

(2) White curd soap .....	½ lb.
Spermaceti .....	4 drs.
Almond oil .....	aa 1 oz.

Melt and heat with the whites of two eggs, then add:

Solution of potassa .....	2 ozs.
Oil of bitter almond .....	q. s.

(3) White wax, Spermaceti, Almond oil .....	aa 2 drs.
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Melt and add

White soap .....	4 ozs.
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and heat together with a little rose water or eau de cologne.

**Egg Emulsion of Cod Liver Oil.**—P. O. N. asks us to publish a formula for egg emulsion of cod liver oil, with phosphoric acid and sherry wine, to contain as much oil as can be taken up.

We can only suggest a formula based upon the egg emulsion of the National Formulary. This yields an emulsion containing 50 per cent of oil. Proceed as follows:

Cod liver oil .....	500 Cc.
Glycerite of yolk of egg (U.S.P.) .....	175 Cc.
Phosphoric acid, dilute .....	35 Cc.
Compound spirit of orange .....	1.5 Cc.
Sherry wine, q. s. to make .....	1,000 Cc.

Triturate the glycerite of yolk of egg in a mortar with the oil, added in small portions at a time, and thoroughly incorporate each portion before adding the next. Then, continuing the trituration, gradually add the diluted phosphoric acid, to which has been added an equal portion of sherry wine and the flavoring. Finally add enough sherry wine to make 1,000 cubic centimeters and mix the whole thoroughly together.

**What is a Saturated Solution?**—J. M. asks us to define a saturated solution. This is a solution which cannot take up any more of the dissolved substance at the ordinary temperature. It should, however, be borne in mind that a solution which is saturated at one temperature will be either super-saturated or sub-saturated at all other temperatures. The right temperature for the preparation of saturated solutions is 15° C. (59.6° F.).

**Tasteless Syrup of Quinine.**—P. McG.—H. F. Hassebrock, at a meeting of the Missouri Pharmaceutical Association, proposed the following modified aromatic syrup of liquorice as a medium for disguising the bitter taste of quinine:

	Grammes.
Cinnamon (Ceylon) .....	20
Ginger (Cochin) .....	12
Cloves .....	8
Nutmeg .....	8
Ext. liquorice .....	50
Sugar .....	750

Alcohol and water, each a sufficient quantity.

Reduce the cinnamon, ginger, cloves and nutmegs to a No. 40 powder; moisten with 15 Cc. of alcohol, macerate for twenty-four hours in a covered vessel, then pack into a cylindrical percolator and gradually pour alcohol upon it until 100 Cc. of percolate is obtained; mix this with the sugar in a mortar and set aside in a moderately warm place until the alcohol has evaporated. Add water until 500 Cc. of percolate is obtained; dissolve the extract of liquorice in the percolate with the aid of a gentle heat, add the aromatized sugar, let the whole come to a boil, strain and add enough water through the strainer to make 1,000 Cc.

To the syrup thus prepared, quinine may be added in any desired quantity.

The syrup serves as a good vehicle for all such bitter substances as quinine.

**Inhalant Compounds.**—A. P. X.—The bulk of these compounds are mixtures of the essential oils of eucalyptus, cassia and sassafras. We are unable to quote a formula.

**Star Brand of Witch Hazel.**—G. B. & Co. want the address of the manufacturers of the "Star" brand of witch hazel. Letters addressed to G. B. & Co., in our care, will be forwarded.

**Elixir Chloralamid.**—A. B. L.—The quantity of chloralamid contained in a given measure of elixir of chloralamid would depend upon the maker. The elixir is not official, and no formula is given for its preparation in the National Formulary. The dose of chloralamid is 15 to 40 grains, and it is advised to prescribe and dispense it only in solution. An approved formula is:

Chloralamid .....	30 grs.
Tinct. Cardam. Co. ....	2 drs.
Elixir aromatic N. F. ....	2 drs.

Dose: From one-half to one tablespoonful repeated.

Helbing in "Modern Materia Medica" gives this formula:

Chloramide .....	2 drs.
Spt. frumenti .....	1 oz.
H. solut. et adde .....	
Syrup Rub. idaei .....	1 oz.

Each tablespoonful represents 30 grains of the drug, an average dose.

**Silver Nitrate in Pills.**—W. A.—Pills of silver nitrate may be made in various ways, providing no organic matter is used; for instance:

Silver nitrate .....	50 grs.
Kaolin .....	30 grs.
Petrolatum .....	q. s.

Make 100 pills.

**Fumigating Pastilles.**—R. & Co.—The following are approved formulas:

(1) Benzoin .....	1 dr.
Cascarilla .....	1½ dr.
Myrrh .....	20 grs.
Oil of nutmeg, .....	aa 10 dps.
Oil of cloves .....	30 grs.
Saltpetre .....	30 grs.
Charcoal .....	6 drs.

Mix with mucilage of tragacanth.

(2) Benzoin .....	2 ozs.
Balsam tolu, .....	
Yellow sandalwood .....	aa 4 drs.
Labdanum .....	1 dr.
Saltpetre .....	2 drs.
Charcoal .....	6 ozs.

Mix with mucilage of acacia.

(3) Benzoin, .....	
Yellow sandalwood .....	aa 3 ozs.
Olibanum, .....	
Cascarilla .....	aa 6 ozs.
Storax .....	4 ozs.
Myrrh, .....	
Saltpetre .....	aa 1½ ozs.
Ambergris .....	1 dr.
Balsam peru .....	2 drs.
Oil of cinnamon .....	20 dps.
Oil of cloves .....	30 dps.
Oil of rose .....	20 dps.
Oil of lavender .....	90 dps.
Balsam tolu .....	1½ ozs.
Camphor .....	¼ oz.
Acetic acid .....	2 ozs.
Charcoal .....	3 lbs.

Mix with mucilage of tragacanth.

**Photographic Queries.**—H. A. B.—Dr. Henry C. Stiefel, the author of "Sensitized Papers: How Made and Used," to whom was referred your inquiry regarding a formula for transparent tints, used for coloring photos, etc., advises us that such a formula cannot be given. These tints are, he says, prepared on a large scale by the different fine color makers, and are sold by the photo-stock houses. It is impracticable



for the photographer to make them himself. He may buy the leading colors and mix to suit himself. In that case he must use his own judgment.

**A Good Adhesive** for pasting photos on glass has the following composition:

White gum acacia .....	½ oz.
Dextrin .....	2¼ ozs.
Liquid ammonia .....	4 drops
Water .....	8 ozs.

Crush the gum acacia to a powder in a mortar, mix in the dextrin, and then rub with two ounces of the water until smooth; add the remaining water and oil in an enameled saucepan for ten minutes. When cold put into any suitable wide-mouthed bottle, and add the ammonia. This mountant is said to be smooth as oil, easy to prepare, does not thicken, and will stick like glue.

**Cresylic Ointment.**—J. S.—We do not know the formula of the ointment you name. It should not, however, be difficult to make a non-greasy ointment to carry carbolic or cresylic acid. The basis should be a neutral soap, made with animal fat and potassa.

**Sample of Ointment.**—J. J. C.—The sample of ointment which you send, asking for an opinion as to its composition, appears to us to consist of ordinary petrolatum, flavored with safrol. It does not appear to contain any added solid, such as resin or waxes, and the flavor resembles that of old oil of sassafras or safrol.

**To Remove Tattoo Marks.**—J. M.—The following method of removing tattoo marks has been recommended by a member of the Paris Biological Society: Tattoo the skin in the usual way with a concentrated solution of tannin, following the original design. Then apply a crayon of silver nitrate until the part tattooed with the tannin blackens. Wipe off excess of moisture, and allow matters to take their own course. Slight pain continues for two to four days, and after two months the cicatrix which results will almost disappear.

**Transferring Prints to Glass.**—J. W. B.—The simplest process is as follows: Soak the picture in water. Varnish the plate of glass with dammar varnish or Canada balsam. When just tacky, remove the picture from the water, and after partially drying it between sheets of bibulous paper, place it face downward on the varnish side of the glass, gently rub it on, seeing that no air-bubbles are left between paper and varnished glass. Let it dry until perfectly hard. Then, with the wet finger-tip rub off the paper until little more than the design is left. Varnish a second time, and allow to dry. Care should be observed to use a varnish containing very little turpentine, since with too much turpentine, you run the risk of washing the entire picture from the plate again.

**Spt. Tereb. Deodor.**—Szigethy renders oil of turpentine inodorous by shaking it with 10 per cent solution of sodium carbonate to combine acid and resinous impurities, and then washing several times in distilled water, finally distilling the product, under reduced pressure of 12 Mm., in a current of steam and carbonic acid gas. The distilled oil is to remain in the atmosphere of carbonic anhydride until entirely cold.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticise any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### MORNING OR EVENING PAPERS.

**A**N inquiry is made as to the relative value of morning and evening papers. For local advertisers, especially those who want women to read their ads., the evening papers are undoubtedly best. They are the home papers. Women have no time to read in the morning. Their household duties are apt to keep them occupied until some time in the afternoon. By that time morning papers are stale and the evening ones are due. Morning papers are the office and street papers. They are hurriedly read by men and then cast aside. These same men buy the evening papers and take them home, where they are read by the other members of the family.

These rules cannot be so closely drawn in small cities, but in the larger ones these principles have been fully tested and found correct. Many of the department stores use no morning dailies except the Sunday issue.

### Criticism and Comment.

#### Good Matter Presented in a Poor Manner.

Bristol, Conn.

Editor Business Hints—I enclose two circulars which we have recently put out. They are my own work and I should like to have you criticise them if desirable. It would be a satisfaction to know what you think of my crude efforts. I also enclose a copy of an ad. running in the weekly newspaper. I shall hope to see your remarks in next issue.

FREDERICK C. NORTON,  
Manager for Merriam Bros.

These circulars are not crude. They are very well written indeed, but it would have been better to have gotten them up in more attractive form. They are single sheet circulars printed on one side. The paper is all right, but the form in which the matter is presented is commonplace. One circular is an announcement of the advent of Mr. Norton as manager. This should have been a four-page folder, with second and fourth pages left blank. The

first page would have looked well had it borne but one line—"Our New Manager"—or something of that sort. The announcement proper could have followed on third page. The use of a little extra paper on an occasion of this kind gives the advertising dignity and added weight.

The other circular contains too much matter. Printed as it is on one side of a single sheet, it would in many cases have a tendency to repel the reader. Had this sheet been arranged to fold in the middle, thus making a four-page circular, and had the matter been distributed over the four pages, the effect would have been better. There is too much matter at best. Too many things are talked about. People cannot assimilate it all. Better give them less at a time and talk to them oftener.

The newspaper ad. also looks crowded. Better results will be had if the space is changed to a single column one. The many short lines in the present form waste space and give the ad. a ragged appearance. Your border is excellent, but where so heavy a border is employed the headlines must be bolder. In this instance type twice as large should have been used. The address at the bottom competes with the headline for prominence. It should be set in smaller or lighter face type. The matter in the ad. is good. It embodies a well-rounded argument and it should produce results.

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#### Good Matter Well Gotten Up.

New York.

U. G. Manning, Dear Sir—In your next contribution to the AMERICAN DRUGGIST, will you kindly criticise the enclosed leaflet? and oblige,  
W. A. HOCKEMEYER,  
Adv. Mgr. Tarrant & Co.

The enclosure was an eight-page pamphlet entitled, "Liver Logic," printed on heavy stock in red and olive green. It is excellent in matter and make up, and is fully up to the standard of the pamphlets that have been gotten out from time to time by Mr. Hockemeyer. The liver isn't a very inspiring subject and the man who wants to talk entertainingly about it has trouble ahead of him. The theme has been effectively treated in this instance and the printing is as good as the text. Advertisers who are inclined to get out skimpy, stingy-looking printed matter had better write Tarrant & Co. for a copy of this pamphlet, compare it with their own productions and then profit by the object lesson.

**A Booklet on Spices.**

Editor of Business Hints, Dear Sir—In a recent issue of the *AMERICAN DRUGGIST* you offer to criticize advertising before it is used.

I had copy partly prepared when I read your offer, so I have finished same and enclose with this letter. I intend to make a sixteen-page booklet, in accordance with dummy enclosed. By printing one side of sheet red and the other green before folding I will have the colors alternate in the pages.

How about the word "harmlessness"? Is the use of the word "very" before "best" admissible? When a thing is best it cannot be better, but I think the word "very" makes it more emphatic.

Had the baking powders better be omitted in our list? Please give the copy all the criticism it deserves, for I am a student and am willing to learn. Don't publish my name. D. T. L.

This little booklet is to be on the subject of "Drug Store Spices." On the left hand pages an introductory phrase or catch line will appear, and in each instance this has reference to the matter appearing on the right hand pages. This is a good arrangement and the effect will be excellent, owing to the contrasting colors. There is considerable difference in the amount of matter used on the right hand pages. The booklet would look better if there were more uniformity in this respect. I do not know as it can be remedied, for it would not do to pad out the copy.

This booklet calls attention to the common adulteration of spices and also argues that if the adulteration be harmless, it is an expensive "harmlessness." Then follows some talk on the character of the advertiser's goods. He calls attention to the fact that purity alone is not enough. Spices can be pure and still poor. Purity and quality must be combined. The different grades of cinnamon are cited as examples and the relative cost and strength compared. On this page this sentence occurs:

"If you buy an ounce of China Cinnamon (and you will at most places) the dealer not only overcharges you, but it will only go about one-sixth as far, to say nothing of the inferior aroma."

This is rather involved and it is such things this advertiser must look out for, as it mars his otherwise excellent work. The writer means that people will be given Chinese cinnamon at most places, while he practically says that they will buy an ounce of cinnamon at most places. Put it this way: "If you are given Chinese cinnamon (and it will be given you at most places) the dealer does it to make an unfair profit. He gives you a cinnamon that is inferior in flavor and one that will only go about one-sixth as far as Saigon cinnamon." Following this page comes one warning customers against over seasoning.

One customer spoiled a batch of baking by using the advertiser's ginger as freely as she had used the other sort.

The booklet ends with a list of spices and a reference to prices. This is going to make an effective piece of advertising. Those who fail to see the wisdom of putting out a booklet devoted entirely to the small matter of spices should remember that the subject is one that has direct bearing on more important matters.

It gives an insight into the advertiser's methods and can't fail to give people the impression that all his goods are as good as his spices.

The use of the word "harmlessness" is all right. It is a legitimate word and its use in this case is justified by the context. "Very best" has the sanction of common usage. There is no objection to the mention of baking powder, cream tartar, etc., in connection with the spices; they are commonly advertised together.

V. W. M. writes as follows:

Editor Business Hints—We herewith enclose copy for a four-page folder we contemplate having printed, also sample of the paper to be used. We have never done any advertising. We have a very handsome suburban store. It is so situated that newspaper advertising would be a waste of money, in our opinion, as we are entirely dependent on our neighborhood trade.

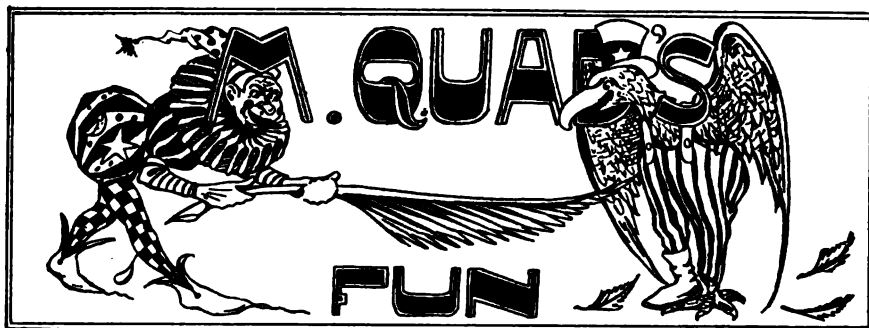
Part of this neighborhood is composed of the wealthy people of the city, some are middle classes and only a few poor families. We do not think we get the results from our store that we ought to have, especially in the matter of prescriptions. There are two cutters in town, both a mile away, yet they draw from our neighborhood. We would like your opinion on the enclosed copy, and any criticism or suggestion you may offer will be received with thanks. We would like to have your ideas on type and paper to use, and on make-up of folder. The price for 5,000 on enclosed paper is \$9. We thought of sending them out about once a month and other circulars between times.

In the first place, better paper should be used. The printer can probably give you better for the price. If not, an additional dollar will make a great deal of difference in your circular. Most of the people in your vicinity are well-to-do and you cannot afford to send them a cheap-looking circular. It ought to be printed on moderately heavy enameled paper. White would probably be best and it would be well to use olive green ink or some other medium tint. The first page should have a heavy border and it would be better to devote the upper part of the page to some

title other than mere "Price List." Use half the space for some such phrase as "Hints to Drug Buyers." Set it in large type. Let the other matter follow on lower part of page in smaller type. On second page it would be well to introduce your price list with a short talk on prices. Call people's attention to the fact that you sell as low as any of your competitors and that there is no object whatever in going into town for goods. You can devote half a page to such a talk and still have plenty of space for your prices.

Your prescription talk for last page is good. Set the heading bold and let the body matter follow in a comparatively narrow column, so that there will be a good margin of white space. A border would look well on this page also. I infer from your letter that you intend to use this same circular for several distributions. It would be better to use a new one each time. The price list might be kept standing and the remainder of the matter varied for each distribution.

To get these into the hands of the wealthier people you may have to send them under letter postage. It usually pays to do so, for you know you hit the mark and a circular so sent will receive attention. They should be addressed to the wife or mother rather than to the man of the house.



### MR. BOWSER, TEMPORARY DRUGGIST.

By M. QUAD.

A deceased friend of the druggist around the corner was to be buried at 2 o'clock in the afternoon, and as Mr. Bowser entered the store to use the telephone he was accosted with:

"If you only had an hour or two to spare this afternoon, I'd ask you to stop and mind the store. My clerk is away, you know, and I don't like to shut up shop entirely."

"I'll be glad to accommodate you," replied Mr. Bowser, who at once saw a splendid opportunity to post himself on the drug business.

"You won't try to put up any prescriptions, of course?" continued the druggist.

"Well, no. I suppose I could, but perhaps they had better wait for you."

"And you've been in so often you know all about the ordinary things. There won't be no rush of customers, and you'll get along all right."

At 1 o'clock in the afternoon Mr. Bowser took charge and the druggist disappeared, and a moment later a boy about twelve years old entered and said:

"My ma wants 10 cents' worth of essence in this bottle."

"What kind of essence?"

"If she said what kind, I've forgot."

"She must want castor oil instead," said Mr. Bowser, as he took the bottle and went to the can. "Tell her that castor oil is the best thing she can take at this season of the year, and it won't hurt her if she takes half of this at one dose. I think I know your mother, bub. I think she's a tall, austere woman, and inclined to biliousness."

The boy had only departed with his bottle when a young man entered with another and said he would like the prescription refilled. Mr. Bowser wanted to tackle it, but yet felt afraid to, and he finally asked:

"What was this prescription for, and for whom?"

"It was for my father, and the doctor said his blood was out of order," was the answer.

"Oh, I see. Well, the doctor prescribed what he thought best, but he evidently didn't know his business. I shall do you up four ounces of sulphur, and you go to the grocery and get a pint of molasses. Tell your father to mix well and take about four tablespoonfuls a day."

"But he wanted this refilled," protested the young man.

"Never mind what he wanted. If his blood is out of order, I've told you what

will set him right in a week or two, and at half the cost. He can double the doses without hurting him."

The young man looked doubtful as he took the sulphur and departed, and Mr. Bowser had five minutes to himself before a small girl entered and timidly said:

"Please, sir, our baby's burned his foot, and ma wants something for it. She said I was to get sweet oil."

"Then she didn't know what she was talking about," replied Mr. Bowser, as he smiled at the girl over the counter. "I happen to be a family man as well as a druggist, and what your mother wants to do is to give that baby paregoric and put him to sleep and rub a little butter on the burn. There you are, my dear, and tell her to give a big dose and not to be alarmed if he doesn't wake up before some time to-morrow."

The girl had departed, when a boy came in and asked for a bottle of witch-hazel. He appeared to be a boy who knew what he wanted, and he had a quarter in his fingers to pay for the goods, but Mr. Bowser wanted to know all about it, and, therefore, inquired:

"What's this witch-hazel for, bub?"

"Mother wants it," was the reply.

"Ah! your mother, eh? Probably been taking lessons on the bike and wants it for bruises? I'll give you something better than that, however. Here's a chloroform liniment which will act like magic."

"But she said witch-hazel, sir."

"I know what your mother said, but your mother is not in the drug business, my son. Just tell her to rub her limbs with this three or four times a day. It'll take the kinks out of her knees and make her feel that she can ride a hundred miles a day."

"But I think she wanted witch-hazel to rub the baby's back," protested the boy as he hesitated to pick up the bottle.

"Then you've got something better, all the same. If the baby's back wants rubbing with anything, this liniment will do the business in half the time. It is also good for all the other backs around the house."

The boy had to submit to the change of order, and he was out of the way, and Mr. Bowser was trying to make a man believe that he wanted chloride of lime instead of copperas, when the door opened with a bang and in walked the boy who first appeared, with his mother a close second.

"So, when I want peppermint essence you send me castor oil!" shouted the woman, as she waved the bottle in the air. "Not only that, but you know me, and I'm tall and austere and inclined to biliousness! I have a husband, sir, and if he don't punch your head before lamplight I won't live —!"

She was interrupted by the entrance of a broad-backed, surly-looking man of middle age, who held a package in his hand and indignantly demanded:

"What sort of a map are you to set yourself up over a doctor and recommend sulphur and molasses for my blood! Have I got the itch, sir! How dare you assume that —!"

"Your blood is out of order, isn't it?" put in Mr. Bowser.

"But I haven't got poll-evil, the scratches, nor the itch, you blamed old numb-skull!" roared the man. "Why, sir, when my boy came home and told me what you said —!"

How he felt about it will never be known, as the small girl who wanted something for baby's blistered foot en-

tered then with her mother at her heels, and the mother waved a bottle on high and exclaimed:

"I sent for sweet oil to dress a burn, and the old idiot makes the little girl bring home paregoric! Is it any wonder that the graveyards are full of babies who have been cut down like grass!"

She was going on to extend her remarks and hurt Mr. Bowser's feelings when the door opened for another woman who tossed a bottle of chloroform liniment onto the show-case and shouted:

"And when I send for witch-hazel I'm given this stuff instead, and told that I've got kinks in my knees from trying to ride one o' those shameful machines called a bicycle!"

"Madam, permit me to —"

"Permit nothing!"

"The law ought to stop him!"

"Somebody ought to slug him!"

"He don't know enough to pound sand!"

And when the druggist got back from the funeral he found the door locked and on it a sign reading:

"Store closed until 4 o'clock. Leave orders with the butcher on the corner!"

## A JOKE: WITH VARIATIONS.

In "The Literary Shop" James L. Ford tells some trade secrets, among others being the fact that a *New York Ledger* poet assured him that he never used a whole idea for a single poem, but that he cut the idea up into eight pieces, like a pie, and made a poem around each piece. He had in one instance succeeded in getting sixteen poems out of one idea, which at \$10 each, the regular Bonner price, made a total yield of \$160.

Very much the same thing is done by the joke makers, though they are even more sparing of ideas than the Bonnerian poets, for they not only divide up such original ideas as they chance to evolve, but they frequently steal literary junk, and work this over in to shoddy jokes, which to the uninitiated, seem quite as good as new.

Take for instance that well known antiquity about the drug store lights. In its original form it ran something like this:

### The Original Joke.

Ham—See here, deys a drug store, er somfin' bruck loose en er floatin' round on dis here flood.

Noah—What's that, you cross-eyed, double-jointed, chuckle-headed night-mare, what d'ye mean?

Ham—Yessur, dat's right; hit's er drug sto' sho'. Can't yer see dem 'ere red lights? Cose hit's er drug store.

Noah—Drug store be drowned, you wall-eyed, slab-footed piece of ebony, that's the steamer Grand Republic coming head on. Port your helm!

This is the original form in which the joke was found, in some "Logia" inscribed in Arcadian characters on a cylinder unearthed at Babylon Nippur by the University of Pennsylvania archaeological expedition.

Profane history makes occasional reference to this joke at various times, in the progress of the world it being associated principally with maritime nations. The celebrated Papyrus Ebers, dating from the time of Moses, about 4,500 years ago, refers to this witticism with that respect to which age is entitled. Later paragrphists have utilized the idea thus:

### A Celtic Version.

Officer O'Toole—Now will ye be gittin' out uv this? It's at home yez orter be in bed, yer

gray-headed owld sinner, stid uv hangin' wid yer arms round cornher lamp-phosts.

Mr. Martini Jones—Ash ol right, occifer—ash ol right. Been home long—hic—go 'I blame car'd only come on. Been stop here hour waitin'—what's mazzar—hic—car. One wi' red light—why don't come on. S' right cross street there.

Officer O'Toole—Arrah, uts er bad taste ye'l hev in the mornin' with all that red licker in yer. Now, don't yez see that's a dhruh shitore foreinst yez, en no car, at all at all?

Of course, there are other variants and some obsolete forms of this joke, but the above may be considered as truly typical.

In selecting the form in which to present it, the joke-smith must, of course, have an eye to his audience and keep in mind the proper seasons. If writing this joke for *Life*, for instance, the blunderer would be a dainty damsel in a yachting suit on her first cruise. In *Harper's* "Drawer" it would be a near-sighted college professor, who would blunder, and the anecdote would in this way be given that degree of solid respectability which is the hall-mark of the "Drawer."

One variant which has had some vogue runs substantially as follows:

### A New York Variant.

Miss Clara Barnard—Now, Cousin Charles, isn't it lovely to stand here on the bridge and watch the myriads of shifting lights and see the swift trains rushing in and out through the darkness?

Country Cousin—Waal, neow, Clary, it du be mitey fine; but gosh, oll gell, whuts all them air drug stores er doin' down right long side er them railroad tracks? I sh'u'd think they'd move outer thar.

What the joke-smith most needs is a good memory, indefatigable industry and a certain degree of mental adaptiveness. With these at his command, he need never go hungry.

## The Public Dinner in England.

A correspondent of the *New York Medical Journal* tells what a serious function a public dinner is to an Englishman:

"It is one of his cherished institutions, older than the Magna Charta, and almost as memorable," he says, and continues: "It is one of the laws of the Medes and Persians that it shall open with prayer, and the toast list begin with 'The Queen' and continue through 'The Houses of Parliament' and 'The Army and Navy' down to 'Our Host.' It has two solemn chants peculiar to it—one, 'For He is a Jolly Good Fellow,' which may be sung as often as desired during the proceedings; the other, 'God Save the Queen,' which may be sung but once, at the close. And the whole noble ritual was performed at Montreal. There were 600 guests, 33 speakers, a military band to lead the choral responses, and the bugler of a Highland regiment in full uniform to signal 'Order!' for the toasts.

"So rigid a form, although impressive, has, of course, the drawback of making all dinners rather similar, and except for the last half-dozen speeches and the titles of two or three of the other speakers, one would hardly have recognized it as a distinctively medical occasion. It also makes it extremely difficult to say anything either unusual or interesting in responding to the toasts. Indeed, the average Briton gives up all hope of this, rises at the call of the chair in the spirit of Nelson's dictum, 'England expects that every man this day will do his duty,' buttons up his coat, clears his throat, and plunges, or, more accurately, wades painfully in. One hardly knows which to admire most, the dogged and self-sacrificing bravery of the half-choking speaker or the noble endurance of the audience."

## N. W. D. A. AT RICHMOND.

### Meets in Twenty-third Annual Session.

IN the Hotel Jefferson, in Richmond, on October 11, 1897, gathered the representatives of the leading wholesale dealers in and manufacturers of drugs and medicines in the United States. The twenty-third in its history, this convention was notable in many respects for the character of the work accomplished and its bearing upon the retail interests of the country. After ten years of faithful and efficient service as chairman of the Proprietary Goods Committee of the association, Mahlon N. Kline, who has been well styled the "Matchless Gladiator" of the organization, resigned his office and transferred the field of operations of that committee to the West, the direction in which it is said the evil of price-cutting is spreading. The meeting will be remembered by all in attendance as one of the most enjoyable of the long series. Socially, it was an unusually successful gathering, for, aside from the cordial hospitality which was extended by the citizens of Richmond, the city itself is full of interest to the visitor, both historically and socially. The social life of the city is on such characteristically Southern lines that its study afforded much of interest to the visitors from the Northern and extreme Western States, while the historic associations connected with almost every inch of its ground brought vividly before the members the stirring scenes enacted there during the last days of the Confederacy, and enabled the visitors to realize in a striking manner the heroism which must have animated the men of the South who sacrificed so much for their devotion to their principles.

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Nothing that was done during any of the sessions of the N. W. D. A. was, in our opinion, quite so marked as the improvement in the conduct of the business of the Proprietary Association. The association seems to have taken a decided step forward in every department. The dignified and able manner in which President Doliber presided over the meetings, the spirit which characterized all the discussions, and particularly that having reference to the claims of the retail druggists of this country, are sure to lead to a better understanding of the disposition of the proprietors towards their distributors, either in the wholesale or retail ranks, than ever before. Both associations have made forward steps and the

two meetings recently concluded should prove of great benefit to the members. The motto of the N. W. D. A., "They Built Better than They Knew," can still be permanently displayed with the emphasis on the word "better."

### Proceedings in Detail.

The opening session was convened in the Hotel Jefferson, Richmond, Va., on Monday, October 11th, at 8.30 p. m. The proceedings were opened with greetings of welcome by prominent citizens of Richmond. President John B. Purcell first introduced R. W. Powers, the chairman of the Committee on Entertainment,



CHAS. F. WELLER,  
President-Elect of the N. W. D. A.

who outlined the programme of his committee. He was followed by Major N. V. Randolph, who addressed the members in behalf of the Committee of Arrangements, and welcomed the association to Richmond. He spoke of the places of historic interest which he hoped the members would make it a point to visit, and turning to the material interests of the city, he said:

#### WHEN RICHMOND WAS IN ASHES.

"In 1865 the entire business section of this city was in ashes. Her young men, the bone and sinew of the land, stood on the fields of Appomattox, while her old men looked on appalled and stupefied at their losses, and the uncertain prospect for the future, but this spathy was only for a short time. Her sons returned, and with that same determination that had carried them through four years of suffering, endurance and defeat, determined for the second time to make their name illustrious in the annals of peace, as they had challenged the admiration of the world in the annals of war.

#### ITS MATERIAL PROSPERITY.

"Go to the Eastern Hills and stand at the foot of that monument erected to the private

soldiers of the Confederacy, and let us point to you with pride our 987 factories, with 17,000 employees, \$16,000,000 of capital, and an annual product of \$31,500,000 worth of sales, and whose goods can be found in the marts of the entire world.

#### BANKS AND CAPITAL.

"In 1865 every banking institution in this State was swept from existence, our social fabric shaken to its foundation, and still to-day we stand in the commercial world second to none in enterprise, energy and commercial honor. To-day Richmond has nine banking institutions, eight guided and controlled by Confederate soldiers, the majority of whom were privates. We have five millions of bankable capital and nine millions of deposits.

#### POPULATION.

"In 1860 Richmond had 46,000 inhabitants. In spite of the ravages of war, in 1870 she had 61,000 inhabitants, and to-day, 1897, sees her with more than 100,000, and we have a right to believe that in the next twenty years, or less, that she will boast of more than 200,000 inhabitants.

#### Retailer to Wholesaler.

After the loud and continued applause which greeted the speeches of both Mr. Powers and Major Randolph had subsided, the reception of delegates from other associations was taken up, and credentials from a number of retail organizations were read by the secretary. The Pennsylvania Pharmaceutical Association was represented by William L. Cliffe, of Philadelphia, who addressed the meeting briefly. He was followed by G. P. Englehard, of Chicago, who spoke for the Illinois Pharmaceutical Association. In his address Mr. Englehard dealt chiefly with the ruinous effect on the retailer of the cutting of prices on proprietary goods. With his usual exaggeration he expressed it as his belief and the belief of every retailer in the country that if the retail drug trade is to be saved from further demoralization and further loss, their salvation must come from the National Wholesale Druggists' Association, and from its brother, the Proprietary Association. With regard to the question of free alcohol, which he touched upon briefly, he said that so far as he understood the sentiment, not only of the druggists of Illinois, but also the druggists of every other State, while they are divided as to the question of free alcohol, they are a unit on the single proposition that whatever advantage it is given shall be given to the retailer equally as to the jobber.

The credentials of the delegates from the State of Michigan and the American Pharmaceutical Association were next presented, and responses were made by J. J. Saurwein and T. Roberts Baker respectively. Daniel R. Noyes, of St. Paul, responded for the association in a graceful and witty speech. He did not believe that the salvation of the retail druggist was to come from the N. W. D. A.: if they are going to be saved, he said, it will have to be through their own exertions. Poking fun at the American Pharmaceutical Association, he said:

"The American Pharmaceutical Association is divided into several sections; one attends to the theoretical part, and one attends to the business part; it is only the business part which is astray, and is interested in the report of the Proprietary Goods Committee of this association. I think, theoretically, they are all right." (Laughter.)

Thomas Doliber, president of the Proprietary Association, was called upon to speak for the organization which he represented, but he very deftly pointed out in a witty speech that Dr. R. V. Pierce was chairman of the delegation to the N. W. D. A., and should be called upon.



In the course of a well-considered speech, interspersed with many witticisms directed against fellow members of the Proprietary Association, Dr. Pierce alluded to the difficulties encountered by many manufacturers in trying to prevent price cutting on their goods by means of identification marks. The system was thought well of in Canada and had been adopted by the association there. One of the earnest advocates of the plan of marking goods by emblems or otherwise for identification was a Guelph, Ont., pharmacist, who, in order to impress Dr. Pierce with the advantages of the system, related his experience as agent for the Columbia bicycle. He said that some little time before a gentleman had come into his store and wanted to buy a Columbia bicycle—a lady's wheel. He sold the machine to him, and he said that the gentleman, it seems, as it appeared afterward, went home and presented it to his lady love down in the City of Toronto. Very soon after, the young lady made application to the Toronto agent of the Pope Mfg. Co. for lessons in riding this wheel. The agent observed the new wheel and asked the young lady where she had got it. The young lady replied, "I obtained that up in Guelph." He said, "Why did you not come here for it?" She replied, "I could do better up in Guelph." The price in Guelph for a Columbia wheel was well known to be \$110. The agent at Toronto immediately communicated with the Guelph pharmacist and complained of his cutting prices. The pharmacist answered the Pope Mfg. Co., by relating the circumstances attending the sale of the wheel, and adding that he was not informed of the price the gentleman had obtained for the wheel. The pharmacist considered that it would be rather indelicate for him to inquire as to the kind of currency in which the debt was liquidated. "So much for the matter of marking goods for identification," concluded Dr. Pierce.

M. Carey Peter moved that the representatives of the retail associations be accorded the privileges of the floor, which was done, and the convention adjourned until Tuesday morning at 10 o'clock.

## SECOND SESSION.

The second session of the convention, which opened at 10.30 o'clock on Tuesday morning, was largely devoted to the reception of delegates, the president's address, and the reading of committee reports. Dr. H. W. Cole, of Danville, Va., spoke for the Virginia Pharmaceutical Association, and Isaiah A. Solomons, of Savannah, tendered the fraternal greetings of the Georgia Pharmaceutical Association. Daniel Myers, of Cleveland, Ohio, responded for the association in an eloquent address.

On motion of Mr. Kline, the calling of the roll of members was dispensed with and one of the assistant secretaries was instructed to prepare a synopsis of the business transacted at each session, to be read in place of the minutes at following sessions.

### THE PRESIDENT'S ADDRESS.

The next order of business was the reading of the president's address, a document which reviewed fully the events of the year pertaining to the wholesale drug business and the work

of the various committees of the association. Alluding to the suits brought against the members of the firm of John D. Park, Sons & Co., he said that the members were not to be terrified by the Chinese warfare which was being waged against them. "We have no enemies to punish or friends to reward," said he; "all we ask and demand is that our members shall be honest and shall live according to their contracts. We have no quarrel with any one, but we denounce and refuse affiliation with those whose pledged word is a worthless thing, and whose written bond is a waste of paper. And yet it is such as those who charge us in the courts of our country with being oppressive trusts, conspirators, etc. Let them first cleanse themselves and not come redhanded from the violation of their own contracts to charge us with violating law."

### TO ENLIST SUPPORT OF TRAVELERS.

After reviewing the work of the various committees and paying a special com-



A. B. MERRIAM,  
Secretary of the N. W. D. A.

pliment to the excellent work of the Committee on Proprietary Goods, he made the recommendation that the association should enlist in its work the traveling salesmen of the large manufacturing houses and importing firms. The traveling salesmen, President Purcell pointed out, are men of more than average natural intelligence, greatly broadened by continuous travel and contact with a various clientele; they are shrewd and observant, and quick to detect anything they may see or hear to the advantage or disadvantage of the association. They meet every member of the association one or more times during the year, and hear complaints and criticisms, which never reach our officials. They gather points of information, and obtain a consensus of opinion which cannot so well be had in any other way.

"If these gentlemen," he continued, "will consent to serve the association by communicating to the president, or the several chairmen of committees, such items of information as may come to their knowledge, I feel certain that they

will confer on us a lasting obligation and earn for themselves the appellation of the cavalry of the N. W. D. A., for they will, in truth, become our eyes and ears. I suggest the propriety of considering whether we should not create a committee of these gentlemen for the purposes stated."

President Purcell brought his address to a close with a most eloquent and touching reference to the historical associations of the capital city of the Old Dominion, and he was heartily applauded.

On motion of M. N. Kline, the address of the President was referred to a special committee of five members, to report on the recommendations contained in it.

Chas. H. Pettet, of Louisville, in the absence of Chairman D. D. Phillips, of Nashville, then presented the report of the Committee on Membership, containing the following list of applications: Active members—Des Moines Drug Co., Des Moines, Iowa; E. L. Washburn & Co., New Haven, Ct.; the Centaur Co., New York; Bodeker Bros., Richmond; E. Lavine, Philadelphia; the Murray Drug Co., Columbia, S. C., and the Elk Drug Co., Binghamton, N. Y. Associate members—Lillard & Co., New York; I. Springer & Co., New York; Dr. R. H. Kline, Philadelphia. The names were posted for action at a subsequent meeting.

### Report of the Secretary.

Following this came the report of the secretary, an interesting and thoughtful paper, containing some valuable suggestions relating to the establishment of a new department of the government to be entitled "Department of Commerce and Industry." The secretary's report was referred to the Board of Control for consideration.

### Deceased Members.

In the absence of the chairman, Thos. F. Main, of New York, read the report of the Committee on Memorials of Deceased Members. The report consisted of brief biographical sketches of the members who had passed away during the year. Following is the list:

E. Waldo Cutler, of Cutler Bros. & Co., Boston, Mass.; Dr. E. H. Davis, of E. H. Davis & Co., Rochester, N. Y.; Robert Shoemaker, of Robert Shoemaker & Co., Philadelphia, Pa.; Col. H. J. Lamar, of H. J. Lamar & Son, Macon, Ga., and president of the Lamar-Bankin Drug Company, Atlanta, Ga.; John H. Zeilen, of J. H. Zeilen & Co., Philadelphia, Pa.; George R. Finlay, of Finlay, Dicks & Co., New Orleans, La.; Frederick Wilcox, secretary of the Apothecaries' Hall Company, Waterbury, Conn.; Bernard Gilpin, of Gilpin, Langdon & Co., Baltimore, Md.; Henry Lyman, of Lyman Sons & Co., Montreal, Canada; Andrew G. Coffin, of Coffin, Redington & Co., New York, and Redington & Co., San Francisco; George H. Kattay, of the San Antonio Drug Company, San Antonio, Tex.; T. B. Barker, of T. B. Barker & Sons, St. Johns, N. B.; Charles F. Button, of the German, Pfueger & Kuehnmstedt Co., Milwaukee, Wis.; Samuel Colgate, of Colgate & Co., New York; Conrad Berk Lee, of J. Elwood Lee Company, Conshohocken, Pa.; Francis Baumer, of the Will & Baumer Company, Syracuse, N. Y., and George W. Finch, of Tyler & Finch, New York.

### Wholesale Drug Market.

The report of the Committee on Drug Market was read by Charles F. Weller, of Omaha, George L. Muth, the chairman of the committee, being absent. The report was quite a lengthy document, and gave the details of fluctuations in market values of the staple drugs and chemicals handled by the trade. The report took the usual course and went to the Board of Control.

**Paints, Oils and Glass.**

The Committee on Paints, Oils and Glass then reported through Mr. Weller. The year's consumption of the three great staples of paint was estimated as follows: Lead carbonate (white lead), 76,000 tons; zinc oxide (white zinc), 30,000 tons; linseed oil, 36,000,000 gallons. The raw materials to produce these staples, namely, flaxseed and metallic ores, are the products of American farms, or are dug from American soil, to which may be added thousands of tons of yellow and red oxides of iron obtained from the same sources.

The report was signed by Edward L. Molineux, chairman, and M. D. Egers.

**Credits and Collections.**

A. Cressy Morrison, of Scott & Bowne, of New York, was called upon for his report as chairman of the Committee on Credits and Collections. Like all of Mr. Morrison's productions, it was a very exhaustive and carefully thought out paper. It contained a protest against the condition which permits a retail druggist with \$5,000 capital to establish his credit with two or three houses, and then, on the verge of failure, purchase on credit so established from a dozen others, not only in his own, but in other lines of goods, for which he can never pay. He suggested the organization of a credit bureau as a means of remedying this condition. The report took the usual course.

**Legislation.**

Edward H. Hance's report on legislative matters affecting the association was next taken up. The question of the advisability of imposing an internal revenue tax on wood alcohol was considered, but did not meet with favor at the hands of the committee. The history of recent attempts to procure new bankruptcy legislation was included in the report, and the approval of the association was given to the Torrey Bankruptcy bill—a reaffirmation of the position taken by the association last year. The report was sent to the Board of Control.

The hour of adjournment having arrived, a recess was ordered until 3 p. m.

**THIRD SESSION.**

The first business taken up when the meeting reconvened at 3 o'clock was the appointment of committees. President Purcell announced the following: On Nominations, J. C. Fox, William B. Blanding, C. W. Snow, T. C. Peek and Otto Stein; on Time and Place of Next Meeting, Hugh H. Osgood, G. F. Sichelsteil, Jr., Charles H. Pettet, H. H. Eliel and James McCord; to Examine Treasurer's Report, I. A. Solomons, T. F. Van Natta and Charles Cook; on President's Address, E. C. Frisbie, Daniel Myers and F. A. Faxon.

**Freight and Carriers.**

The minutes of the preceding session having been read and approved, Thomas Lord, of Lord, Owen & Co., was asked for his report as chairman of the Committee on Transportation. This committee in no way resembles the committee of the American Pharmaceutical Association which bears the same name. Mr. Lord's committee concerns itself solely with freight, freight charges and the transportation of freight by carriers.

Mr. Lord, at the conclusion of his report, requested that the privileges of the floor be extended to N. G. Iglehart in or-

der that he might explain some of the workings of the Chicago freight bureau and their efforts to secure an amendment to the Interstate Commerce law. On motion of Mr. Main Mr. Iglehart was requested to take the floor and addressed the gathering.

Following this came the report of the Committee on Proprietary Goods, of which Mr. M. N. Kline is chairman.

**FOURTH SESSION.**

The fourth session was called to order shortly before 11 a. m. on Wednesday, October 13th, President Purcell in the chair.

After a summary of the proceedings of the previous session had been read and approved, the president announced the receipt of a communication from George L. Muth, of Baltimore, regretting his unavoidable absence. The Auditing Committee reported through I. A. Solomons that they had examined the treasurer's report and found the same correct.

A brief report on "Local Associations" was read by Alonzo L. Thompson, of Baltimore. The report favored the encouragement of such associations as now exist, and the extension and furtherance of the formation of others.



MAHLON N. KLINE,  
Of the Committee on Proprietary Goods.

The question of credit insurance was brought up at this juncture by C. F. Shoemaker, of Shoemaker & Busch, Philadelphia, who asked for the adoption of the annexed resolution:

"Resolved, That the Committee on Credits and Collections be requested to take up the question of credit insurance and gather from the members of the association any possible information on the subject, so that they may be able at the next meeting to report whether, in their opinion, this system has any advantages, and whether it can be profitably used by the drug trade."

The resolution was on motion referred to the Board of Control.

The subject of commercial travelers and their qualifications with the best method of remunerating them for their services was handled very ably in a paper by Courtney H. West, chairman of the Committee on Commercial Travelers.

Considerations of space prevent us from giving the report in full in this issue, and we reserve publication of this interesting paper for a future number.

Several standing committees then reported, among others the Committee on Paris Green, the Committee on Adulterations and the Committee on Fire Insurance.

**Nothing New in Adulteration.**

The Committee on Adulteration reported that they had nothing new or startling to offer on the subject of adulteration. The trade journals were quick to notice anything of this kind, as it makes a good item for reporters to work upon. It was noted that pod musk is still occasionally loaded with fine lead shavings, and that powdered drugs offer an unlimited field for sophistication. The rumor that turpentine is occasionally tampered with was noted, but the committee had been unable to obtain a sample or to learn anything definite. The report was signed by John N. Carey, of Indianapolis.

A valuable but lengthy report on Fire Insurance was submitted by Daniel Myers, of Cleveland, who showed how considerable saving in premiums might be effected by the exercise of good judgment on the part of those taking out insurance.

Election of members followed and the names announced at a previous session were balloted for and elected with the usual formality.

**Report on Credits and Collections.**

The report of the Board of Control was submitted. Mr. Weller, the chairman, first presented for consideration their report on the report of the Committee on Credits and Collections. Touching this report, Mr. Weller read the following:

First—That the work of this committee, covering, as it did, a great deal of ground, is of immense value and interest to every member of this association.

We cannot agree, however, with the plan proposed by our worthy president, that this matter should be left entirely to the local associations. We believe that uniform terms and a credit discount for cash could be maintained throughout the entire country that would be acceptable to all the members of our association. We, however, leave this matter to the incoming committee, with the recommendation that they bring about this much to be desired result of uniformity in terms and discounts, if possible. We move that the request made by the chairman of the committee be granted and that Mr. Crouser be granted the privilege of the floor ten minutes.

On motion Mr. Crouser was invited to address the convention, in accordance with the resolution presented by the Board of Control.

The resolution of Mr. Shoemaker relating to the question of credit insurance was introduced by the Board of Control and elicited some discussion. It was adopted.

The next recommendation of the Board of Control referred to the report of the Committee on Credits and Collections, and an animated discussion ensued. The motion of the Board of Control printed above was finally adopted.

**FIFTH SESSION.**

When the members came together again on the afternoon of Wednesday, the chairman of the Board of Control was ready to report and submit recommendations on the report of the Committee on Adulterations. The suggestion of the chairman of this committee regard-

ing the employment of an expert, to whom any suspicious articles might be submitted for investigation, was indorsed and declared a move in the right direction. Some recommendations embodied in a letter by F. A. Dicks, of New Orleans, the chairman of the Committee on Fraternal Relations, had received consideration at the hands of the Board of Control, and were indorsed.

#### The Credit Clearing System.

Thos. S. Crouser was granted the privileges of the floor to explain the workings of the Credit Clearing house. A. Cressy Morrison, the chairman of the Committee on Credits and Collections, had solicited this privilege while making his report, and the Board of Control favored the granting of it. Mr. Crouser gave a detailed history of his concern, founded by its president, J. Robert Lyle, in 1888, among the wholesale merchants of St. Paul and Minneapolis. It was a strictly co-operative concern, and now had offices in all of the leading cities of this country.

Mr. Fox, of the Committee on Nominations, reported the following recommendations for officers for the ensuing year:

#### OFFICERS FOR 1897-98.

For President—Chas. F. Weller, Omaha.

First Vice President—Thomas C. Peek, Macon.

Second Vice-President—Jas. McCord, La Crosse.

Third Vice-President—A. W. Clafin, Providence.

Fourth Vice-President—Chas. A. Jermain, Milwaukee.

Fifth Vice-President—Geo. A. Kelly, Jr., Pittsburg.

For Secretary—A. B. Merriam, Minneapolis.

For Treasurer—E. L. Strong, Cleveland.

Board of Control—W. J. Walker, Albany; J. R. Owen, Chicago; I. Solomons, Savannah; W. J. Walding, Toledo; C. F. Shoemaker, Philadelphia.

Under the rules nominations must lie over for two hours. Other matters were accordingly taken up and the recommendations of the Board of Control in regard to the Committee on Paris Green were presented. The board favored placing this article on the rebate list, a position in which it was supported by a majority of the western members. The principal opposition to the adoption of the resolution of the Board of Control came from E. C. Frisbie, of Hartford, Conn. On motion the recommendation of the Board of Control was adopted. A number of other reports were presented by the Board of Control and adopted with their recommendation.

#### Approval of the Rebate Plan.

The board's recommendations relative to the report presented by the chairman of the Committee on Proprietary Goods were embraced in the following resolutions, which received the close attention of all present. They were as follows:

Resolved, That we reaffirm our support of the rebate plan of selling proprietary articles and reaffirm our endorsement of the second resolution adopted at the meeting of the association in 1896, as follows:

Resolved, That we affirm our conviction that the selling by manufacturers to retailers at largest quantity discount is a manifest injustice to a very large proportion of the retail distributors of these preparations, and that we bring our strongest influence to bear in favor of the universal adoption by all manufacturers who propose to continue selling under the rebate

system of the custom of confining their sales to jobbers only.

Resolved, That our Committee on Proprietary Goods continue its services to proprietors by obtaining and furnishing information in the same manner as heretofore, restricting this part of the work in accordance with decisions which have been or may be rendered by the courts in the several suits now pending. We hereby authorize the treasurer to honor any bills for expenses presented under this resolution, and also for legal expenses which may be incurred by the sub-committee, hereafter to be provided for, in defence of the several suits, in so far as the funds in the hands of the treasurer will permit, when such bills are properly endorsed by the chairman of the Proprietary Committee, or the chairman of the sub-committee, and the president of this association.

Resolved, That a sub-committee of three, of which M. N. Kline shall be the chairman, be appointed from the Proprietary Committee to take charge of the several suits now pending, or any other suits that may be brought during the coming year, to which this association or its individual members may be made defendants, resulting from anything that may be alleged as having been done under the contract system.

Resolved, That we desire again to place ourselves on record as pledging ourselves to support any feasible movement for the protection of the retail druggists of this country in a reasonable profit on proprietary goods. We strongly recommend efforts on their part to unite their ranks upon some practical proposition, and favorably call to their attention the manner of procedure adopted by the druggists of England, which appears to us to be very much more promising than any of the movements thus far attempted in this country.

Resolved, That this association follow the custom adopted a year ago of electing the chairman of the Proprietary Committee by the association at large, leaving the appointment of his associates to the incoming president.



W. J. WALKER,

Chairman of the Board of Control of the N. W. D. A.

The report of the board was promptly adopted, with the report of the Committee on Proprietary Goods. As soon as this formality was dispensed with, M. N. Kline, the chairman of the Committee on Proprietary Goods, sprang to his feet and moved the election of Frank A. Faxon, of Kansas City, as chairman of the Proprietary Committee for the coming year. He did this, he said, in accordance with the last resolution of the series which had just been adopted. Mr. Faxon was the unanimous choice of the Proprietary Committee. The election of Mr. Faxon was carried with acclaim.

After a number of other reports had been adopted following recommendation to the Board of Control, the convention adjourned.

#### SIXTH SESSION.

The sixth session was called to order by the president on Thursday morning at 10 o'clock. After the minutes of the previous meeting had been read and approved, the president announced the presence of two members of the Michigan Pharmaceutical Association, one of whom, J. J. Sourwine, of Escanaba, had a plan for the prevention of price cutting on proprietary goods. Both gentlemen were accorded the privileges of the floor.

#### A Retailer's Plan.

The essential features of the plan proposed by Mr. Sourwine are contained in the "form of application" as follows:

The form of application for membership shall contain the following specifications:

1. To sell only at the established wholesale price.
2. To sell only at the established retail price.
3. To sell at wholesale to no one who is not a member of this association.
4. To sell to no department stores or any person or firm known to be a cutter.
5. To not allow any clerk or member of the firm or any person connected or disconnected with the firm to sell or trade, otherwise than as stated above, or sell, trade, or give away guaranty labels, under any conditions whatever, nor allow the firm name to be used for the same purpose.
6. To report any violations of the above to the national or State associations.
7. To give no rebate.
8. To place a national guaranty label on each and every bottle or package, represented in the National Manufacturers' Association, when said bottle or package is sold.
9. To forfeit and return all labels, membership certificates and papers belonging to said National Guaranty Association for any and all violations of this plan.

President Purcell was in favor of giving the fullest consideration to any plan brought forward by a State association of the standing of that of Michigan, and he said it would give the National Wholesale Druggists' Association pleasure to refer the plan to its Proprietary Committee, with instructions to thoroughly investigate it, and report their conclusions to their next meeting.

Mr. Sourwine's associate, C. N. Anderson, of Detroit, rose at this point to explain that the plan was not a complete one, but simply a nucleus from which one might be developed. He asked the wholesale trade to give Mr. Sourwine's plan some measure of indorsement, and thus obtain the confidence of the retail dealer.

The original motion to receive Mr. Sourwine's paper and refer it to the Committee on Proprietary Goods was then put to a vote and carried.

#### Praise for Mr. Kline.

Daniel R. Noyes, of St. Paul, Minn., then offered the following resolution:

"The retirement of Mr. M. N. Kline from the chairmanship of our most important committee, after ten years of faithful and competent service, merits more than a passing notice. Our association expects of every member that he will do his duty. Mr. Kline has more than fulfilled our expectation, rendering not only valuable, but distinguished service to our association, always maintaining consistently and with dignity its rights as to those without its membership, and its just expectation from those within it. Himself 'loyal to the core,' he has had a righteous impatience with anything which even looked like disloyalty, and in this, as well as in the admirable conduct of his committee work, he has furnished an example of what an honest, earnest and competent member of our association can do to maintain its standard and promote its interests. Fortunately for our association, we have not, in relieving him from chairmanship duties, parted from Mr. Kline. As chairman of the sub-committee, charged with special and important duties, we are assured of his continued service for our association in a position for which he has shown eminent fitness. We, however, desire at this time to express, and put on record, our appreciation of work well done, and thanks fairly won in our service."

This resolution was unanimously adopted by a rising vote.

Under a suspension of the rules, Chairman Pettet, of the Committee on Membership, proposed the Paris Medicine Co., of St. Louis, and the T. A. Slocum Medicine Co., of New York, for the associate list, and the secretary was instructed to cast one ballot for their election.

The report of the Committee on Nominations was next presented and approved, the full list of officers named at a previous session being declared elected.

**St. Louis for the Next Meeting.**

Next followed the report of the Committee on the Time and Place of Next Meeting. Hugh H. Osgood, chairman, reported in favor of St. Louis, and the time of meeting October, 1898. Motions to substitute other cities were made by different interested persons, but the resolution of the committee prevailed, and St. Louis was decided upon for the place of meeting next year.

The report of the Committee on the President's Address was read by Daniel Myers. It indorsed the recommendation

of the president with regard to increased discount on proprietary goods and the contraction of the rebate list. The convention then adjourned, to meet later on in the evening.

**SEVENTH SESSION.**

The seventh and final session of the association was convened by President Purcell at 6.45 p. m. The business of this session consisted of the installation of officers, and, after this ceremony was over, the members adjourned to the banquet hall.

**THE PROPRIETARY ASSOCIATION.****Fifteenth Annual Meeting.**

THE president and secretary of the Proprietary Association laid out a programme which enabled that association to transact much of its work before the beginning of the sessions of the N. W. D. A. One marked advantage of the arrangement of the sessions was that the members were enabled to pay a less divided attention to the business of this association than if the sessions had been sandwiched in between those of the N. W. D. A. as they have heretofore generally been.

**FIRST SESSION.**

On convening on Monday morning the roll-call showed the presence of a quorum of proprietors, and President Doliber announced as the first order of business the reception of delegates.

President Purcell, of the N. W. D. A., extended the greetings of that organization to the proprietors, and at the same time extended the members a welcome on behalf of the citizens of Richmond. He then paid his respects to the business features of the organization, and made some humorous references to the matter of percentage discounts.

A. Cressy Morrison, the first vice-president of the association, responded for the proprietors. The next business was the reading of the annual address of the president, of which we present the most important portions below.

**ADDRESS OF THE PRESIDENT**

BY THOS. DOLIBER,  
Boston, Mass.

*To the Association of Manufacturers and Wholesale Dealers in Proprietary Articles of the United States.*

**The Substitution Bugaboo.**

Among the events that have occurred during the year affecting the members of this association one of the most notable was the meeting of the American Newspaper Publishers' Association, with which meeting this association was asked to join. No official meeting of this association was called, but an informal notice to our members was issued for them to be present by invitation. A considerable number of our members gathered in New York and an informal meeting was held. Thomas Doliber was elected chairman, and Dr. V. Mott Pierce was called to act as secretary.

**History of the Anti-Substitution Movement.**

The matter laid before the convention was this: The Publishers' Association stated that several large advertisers had complained that they were not getting adequate returns from their advertising by reason of what they called "substitution" on the part of the retailer, the retail druggist being particularly mentioned. The customer sees the advertisement of A's emulsion and is thereby persuaded that he needs to buy the article advertised. He goes to the shop of X and is there told that X sells A's emulsion, but that he also has his own, and in many cases he succeeds in selling X's emulsion to the customer, who had first become acquainted with the virtues of an emulsion through A's advertising.

**Bringing Pressure to Bear on the Newspapers.**

This trouble had become so acute and the loss of business to A B and C so great that A B and C threatened to reduce their advertising or



THOS. DOLIBER,  
President of the Proprietary Association.

to withdraw it altogether unless something could be done to remedy this evil. The newspaper people had been so much impressed by these complaints that a meeting of their association had been called to see what action, if any, could be taken to remove the cause of complaint.

**Newspapers Asked to Print Articles About Substitution.**

After the preliminary unofficial meeting of members of the Proprietary Association had been held, the meeting of the Publishers' Association was called to order and our members were invited to take seats in their convention and were accorded the privilege of the floor. A joint committee was appointed consisting of members of the Publishers' Association and of pro-

prietors; this committee held a meeting and discussed the subject, and a conclusion was arrived at that the newspapers should prepare and publish articles calling the attention of the public to the existing condition. The state of the proprietors on this question seemed to be passive rather than active; that they were willing that the papers should try the experiment. I think the most of the proprietors present were not very confident of the success of the plan.

**The Agreement of Questionable Good.**

Of course, it was immediately publicly known that this conference had taken place and the matter was taken up by the pharmaceutical press with more or less energy; during the year various correspondents have freely expressed their minds on the matter. The members of our association who have kept watch of the discussion have doubtless formed an opinion on the usefulness of this effort. It is a question whether up to the present time any great good has resulted. I am not prepared to recommend that a standing committee should be appointed as a conference committee with the American Publishers' Association, but I think the matter well worth consideration and discussion by this association.

**The Substitution Question Falling Into Desuetude.**

Doubtless the business depression which has existed for several years has been felt to some extent in the proprietary business, and proprietors, finding a falling off in their business, may have charged too much of it to substitution; and possibly with the return of better times the substitution question will become less prominent.

Mr. Doliber then reviewed the legal status of the proprietary articles, which, he said, should be definitely established either by law or decision or both.

Approaching the subject of Trade Marks, he said:

**Trade Marks.**

The subject of trade marks is of supreme interest to this association. It appears to be occupying the attention of other associated bodies having similar constitution to our own. An association of tobacco manufacturers has corresponded officially with our own association with a view of soliciting our co-operation in securing legislation for the better conserving interests of owners of trade marks.

**The History of Trade-Mark Legislation**

Is briefly this:

In 1870 Congress passed a statute providing for the registration of trade marks.

In 1876 it passed another statute imposing penalties for trespass upon the rights obtained by registration.

In 1879, under those statutes, indictments were found, and the cases came to the Supreme Court of the United States in what is known as "The Trade Mark Cases," and it was then decided that these acts were unconstitutional, and that, therefore, any attempt on the part of Congress to regulate trade marks by imposing penalties was beyond its power.

**An Amendment to the Constitution of the United States.**

It should be carefully observed that this relates not to the registration of trade marks specially used in commerce with foreign nations, or with the Indian tribes; nor should it be understood that the proprietors of trade marks are without right or remedy in the case of a trespass, or infringement; but such rights and remedies generally depend upon the laws of the State, either at common law, or statutory law, and not upon the laws of the United States.

Mr. Doliber quoted the Massachusetts law, and said that without in any sense implying that the present law of Massachusetts is the best that can be devised, I beg to suggest to the association the propriety of having a law carefully framed to meet the violation of such rights, and then by sub-committees appointed in each State to secure the enactment of this law in each State.

I am of the opinion that this would be more feasible than to attempt, even by the co-operation of such powerful allies as tobacco manufacturers, soap manufacturers, and flour millers, to secure an amendment to the constitution of the United States.

**The Competition of the Department Store**

is still a fruitful source of irritation to the retail druggist. The subject is a perennial one in the columns of the trade papers and many and various are the plans proposed to overcome this competition. One of the most remarkable efforts in this line is the attempt made during the present year by certain Illinois merchants to pass through the Legislature of that State a bill to establish a general license system for all merchants, the rate of license to be governed by the number of branches of business in which the ap-



plicant is engaged. Thus a one-line merchant is to pay a \$20 license fee and double that sum is added for an additional line; thus the fee for two lines would be \$60, for three lines \$140, for ten lines \$20,460, for twelve \$31,900.

The department stores might suffer from such legislation and be compelled to restrict their business to fewer lines; but the small dealers whom the authors of the bill seek to protect might find it a heavy burden to pay the tax on the three or four lines which they are compelled to carry and would be the greatest sufferers.

The bill was defeated in June, 1897. Of 117 members of the House pledged for the bill, fifty went over to the opposition on the final vote.

#### The P. A. T. A. of Great Britain.

It is a matter of interest to us that associations similar to our own, or at least with a similar object in view, have been instituted within a year or a little more. Among these I might mention the Proprietary Articles' Trade Association in England. The results which this association may arrive at will be watched with interest. It is worthy of note to state that the membership of the British association includes proprietors, jobbers and retailers; the number of proprietors being seventeen at an annual fee of \$25, forty jobbers at \$25 annual fee, and 2,000 retailers at an annual fee of \$1.25. It will be noticed that while the retailers pay a very much smaller fee for membership the greatest amount of the revenue is derived from them on account of the large membership of retailers.

An effort has been made to include grocers in the membership, but I believe that up to the present time it has not been successful, owing to the unwillingness of the grocers to affiliate.

I would suggest that it would be judicious to establish some sort of relation between this Proprietary Articles' Trade Association of Great Britain and our own association, either by means of a corresponding secretary or a committee to confer with foreign associations. As there are so many members of our association traveling in England every year it would be worth considering whether we could appoint a committee of delegates to attend their next meeting.

An association has also been formed in Canada. This has a similar name to the one in England, but their by-laws have been largely framed after our own and in this matter I believe they were assisted somewhat by a prominent member of our own association.

#### Broader Membership in the Proprietary Association.

A considerable number of the members of this association feel that the membership should be broadened. At present the membership seems to be confined to the makers of those articles which are sold through the drug trade, although there are still some goods so sold which are not represented in the association. This argues that if we have toilet soap, why should we not have Ivory soap? If we have Electro-Silicon, why should Rising Sun Stove Polish not be included? While I am sure all will agree that a strong effort should be put forth to include in our membership all the proprietors whose goods are sold through the drug trade, I may also add that it will be well for the association to define just who are entitled to membership. Does the title "Manufacturers of and Wholesale Dealers in" include wholesale dealers who are not manufacturers? These questions have sometimes embarrassed membership committees, and it would be well if they could be definitely settled.

#### Praise for the Rebate Plan.

The rebate plan for selling proprietary goods has now been in use for about fifteen years. Its successful accomplishment of the objects for which it was adopted, during this long period compares most favorably with the experience of other trades which have adopted similar methods for selling goods. The legality of the principles on which it is founded has been repeatedly affirmed and is well established. It is true that some States have passed laws forbidding all agreements which fix the prices at which merchandise and commodities shall be sold, but, so far as I am informed, they have never been enforced against proprietary agreements. These laws were undoubtedly passed for the purpose of breaking down the great trusts and monopolies, against which so much feeling exists in the minds of the public generally, and were not primarily intended to reach us. The rebate plan was certainly never more popular than it is to-day and it appears to be working satisfactorily to both proprietors and the trade.

#### The Ohio Battlefield.

The State of Ohio continues to be a battlefield for the unfortunate druggists. According to late reports from that State the Dairy and Food Commissioner, Blackburn, has notified the druggists of his State that the laws of 1890 require pharmacists, druggists and other dealers selling any drug or chemical, an indiscriminate or care-

less use of which would be destructive of human life, to affix to each bottle or package a label printed in red ink, having on it the name of the article, the cautionary emblem of the skull and cross-bones, the words "Caution" and "Poison" and two effective antidotes for such poisonous articles. Commissioner Blackburn claims that many soothing cordials and syrups, cough syrups, catarrh cures and similar proprietary medicines contain morphine and other dangerous ingredients, and states that it is his intention to prosecute for the sale of medicine containing these dangerous drugs unless each and every bottle containing them is labeled according to the law. He advises all dealers to secure themselves from prosecution by taking a written guarantee from the jobber or manufacturer that their preparations do not contain poisonous drugs and are not deleterious or dangerous to health.

#### Respects to Paskola.

It is needless to review the history of the various Paskola cases which have been agitating the drug world for the past two years. The litigation promises to go down to posterity as one of the celebrated cases of the century. It has covered a wide field of operations from Ohio to New York, and drawn into its toils the names of many well-known men. Mr. White has evidently started upon a campaign which nothing but the gaining of his case is to be allowed to terminate or turn aside.

New York is now the field of operations and although there has been a surface calm for some time past there are ominous warnings of further trouble.

#### The John D. Park Suit.

This matter continues to attract the attention, to some extent, of the members of the



JOSEPH LEEMING,

Secretary of the Proprietary Association.

National Wholesale Druggists' Association, as well as of our own association. Briefly, it may be stated that John D. Park Sons' Company began a suit against the National Wholesale Druggists' Association and some of its individual members and served the papers upon them when the meeting of the association was being held in New York in 1894. A decision was reached by the judge in New York in the summer of 1896, the terms of which are familiar to all the members of our association. At the meeting of the association in Philadelphia in October, 1896, another suit was commenced and papers were served upon the members at the meeting. I have not been able to learn that this suit of 1896 has been pressed.

More recently, namely, in May, 1897, another suit has been begun by the Parks against the members of the National Wholesale Druggists' Association. This matter is still in the courts and until it is finally settled it will continue to be a matter of very considerable interest to our members, many of whom are also members of the National Wholesale Druggists' Association.

#### Pabst Plan Dismissed as Impracticable.

Plans for the suppression of price cutting and of substitution continue to be brought forward. All of them, so far as my attention has been called to them, seem impracticable. Prom-

inent among these plans might be mentioned that of the Pabst Brewing Company, because it attracted considerable attention. This company offered prizes for the best plans which could be brought forward for the suppression of price cutting, and the plan to which they gave the highest prize has been published. The principal features of this plan would be impracticable to any manufacturer doing a large business and it seems to me that it would be impossible to have it carried out by the jobbers or by the retailers.

#### A New Plan to Be Tried.

Another plan which has been mentioned and which will probably be brought to the notice of this association at the present meeting is one to enforce the maintaining of prices by appeals to the court and by injunction. As this will probably be brought to the attention of the meeting more definitely I refrain from giving any opinion upon it.

The plan for enabling every one who sells proprietary goods to get a profit therefrom has not yet been brought forward. It is a subject to which the most careful consideration should be given by this association, as it is of paramount interest to the success of the business in which we are engaged.

#### Proprietary Committee Upheld.

The attitude of the association toward the rebate system was shown in the adoption of the following resolutions:

Resolved, That we reaffirm our support of the rebate plan of selling proprietary articles, and reaffirm our endorsement of the second resolution adopted at the meeting of the association in 1896, as follows:

"Resolved, That we reaffirm our conviction that the selling by manufacturers to retailers at largest quantity discount is a manifest injustice to a very large proportion of the retail distributors of these preparations, and that we bring our strongest influence to bear in favor of the universal adoption by all manufacturers who propose to continue selling under the rebate system of the custom of confining their sales to jobbers only."

Resolved, That our Committee on Proprietary Goods continue its services to proprietors by obtaining and furnishing information in the same manner as heretofore, restricting this part of the work in accordance with decisions which have been or may be rendered by the courts in the several suits now pending. We hereby authorize the treasurer to honor any bills for expenses presented under this resolution, and also for legal expenses which may be incurred by the sub-committee, hereafter to be provided for, in defence of the several suits, in so far as the funds in the hands of the treasurer will permit, when such bills are properly endorsed by the chairman of the Proprietary Committee, or the chairman of the sub-committee, and the president of this association.

Resolved, That a sub-committee of three, of which M. N. Kline shall be the chairman, be appointed from the Proprietary Committee to take charge of the several suits now pending, or any other suits that may be brought during the coming year, to which this association or its individual members may be made defendants, resulting from anything that may be alleged as having been done under the contract system.

Resolved, That we desire again to place ourselves on record as pledging ourselves to support any feasible movement for the protection of the retail druggists of this country in a reasonable profit on proprietary goods. We strongly recommend efforts on their part to unite their ranks upon some practical proposition, and favorably call to their attention the manner of procedure adopted by the druggists of England, which appears to us to be very much more promising than any of the movements thus far attempted in this country.

Resolved, That this association follow the custom adopted a year ago of electing the chairman of the Proprietary Committee by the association at large, leaving the appointment of his associates to the incoming president.

The address was referred to a committee composed of V. Mott Pierce, Chas. H. Pinkham and George A. Newman.

M. N. Kline directed attention to two chronological errors in the address, which were duly corrected by the president. A. Cressy Morrison, as chairman of the Committee on Membership, announced the receipt of fifty-seven applications for membership in the association, an increase of over one-third in the total membership, which announcement was received with applause.

Some discussion arose as to the proper

method of taking action upon these applications, and eventually the names of the applicants were posted with a view to action at a later session.

The secretary then presented the report of the various delegates from the Proprietary Association to the several pharmaceutical associations. He presented his own report, which was very brief.

The report of Treasurer Harding showed a balance on hand at the beginning of the past association year of \$2,673.88, the receipt of \$1,140, an expenditure of \$1,176.11, leaving a balance on hand of \$2,937.72. The report took the usual course, being referred to the Executive Committee for auditing.

Dr. R. V. Pierce, C. W. Snow and H. M. Sharp were selected as the Nominating Committee.

Ex-President Kelly, of the N. W. D. A., took occasion to congratulate the Proprietary Association upon the success which had characterized its career, and to impress upon the members the necessity for the exercise of caution in the selection of new members. He had observed with much pleasure the constant growth of the association, and felt that it had before it a future of great usefulness. After a few remarks from Mr. Loring on the question of trade-mark protection, the session adjourned.

## SECOND SESSION.

On convening the second session, a little after 3 o'clock, on Monday afternoon, President Doliber asked Mr. Lord to introduce to the association N. G. Iglehart, of the Chicago Freight Bureau, as one who was in a position to give the members much valuable information on the subject of freight rates, classification, etc. Mr. Iglehart rehearsed the history of the efforts made by the Chicago Freight Bureau to procure equalization of rates and uniformity of classification on freight. He asked the association to approve of certain amendments to the laws governing the Interstate Commerce Commission so that that body would be charged with the preparation of and given authority to enforce a uniform system of classification of freights throughout the United States. The by-laws were then amended so as to change the name of the association to the "Proprietary Association of America," and to make ineligible for membership all who have no proprietary interest in trade-marked goods.

The change in the by-laws will not affect the status of those already belonging to the association.

### Retailers Want Protection.

E. P. Reeves, of Richmond, appeared and presented the following petition, which was referred to the Committee on Trade Interests. The signers are retail druggists of Richmond.

Proposition to the Manufacturers of Patent and Proprietary Medicines:

First and Only Stipulation.—That you maintain a uniform and unvarying price of your goods, without regard to quantities purchased.

It is the scaled prices which mainly enable the cutter to get in his work, as it is manifestly impossible for the average retail druggist to purchase the quantities to secure the lowest rates. At present it is possible for the cutter to sell at lower rates than cost to the retailer and still make a profit. All we ask is the establishment of uniform prices for both retailers and jobbers, with this single proviso, that the jobbers will engage not to supply the department stores. And when jobbers become notorious by retailing, they be cut off from jobbers' rates.

It is evident that, as at present conducted, the

retail druggist has no pecuniary interest in proprietary medicines, and the question for the manufacturers to consider is whether they will grant us the measure of relief asked, which is entirely in their power to grant, thereby securing the friendly co-operation of the retail druggist, or by refusing to force us to seek out other lines of profit, as no body of men will for any length of time give their time, labor and influence in favor of a line of business, which so far from being profitable, is a source of loss and injury to them. Very respectfully,

E. P. Reeves, A. S. Briggs, Wm. S. Frank, H. R. Cahill, Jas. V. Ramos, manager West End Pharmacy; Andrew G. Briggs, Wm. H. Nelson, J. H. Childrey, W. C. Saunders, G. W. Latimer, Geo. R. Ewell, L. Wagner Drug Co.; A. W. Nolting, Jr.; The Blair Pharmacy, per James Blair; R. H. M. Harrison, Aaron Greenwald, A. E. Johann, H. G. Forstmann, Polk-Miller Drug Co., by W. Withers Miller, secretary and treasurer; Wm. P. Poythrip Co., Poythrip & Warren.

### Committee Reports.

I. S. Coffin presented a report on the infringing of trade-marks, which embraced the history of the Castoria litigation, and advocated the support of the Centaur Co. by the association. Thomas S. Lord presented a report on transportation, which dealt with the subject of freight rates along very much the same lines as does the report submitted by him to the N. W. D. A.

Dr. R. V. Pierce presented a report containing a memorial reference to E. Waldo



H. B. HARDING,  
Treasurer of the Proprietary Association.

Cutler, of Boston, and Alfred Henry Mason, of New York. Dr. Pierce also submitted a report on the Cleveland plan for preventing the cutting of prices. This report embodied a legal opinion written by Henry La Barre Jayne, of Philadelphia, to the effect that the proposed plan would be illegal.

After the receipt of the report of the Committee on Publication, the second session was adjourned.

## THIRD SESSION.

The third session of the Proprietary Association was convened at 4.45 on Tuesday afternoon, the first business being the report of the Committee on Membership. After some discussion as to whether or not the newly enacted by-laws could be made to apply to applicants whose applications for membership were filed prior to the enactment of the new by-laws, it was decided that they should not so apply, and all the applicants recommended by the committee, some forty-two in number, were elected to membership.

### The Committee on Legislation.

V. Mott Pierce, as chairman, submitted a report covering the legislation for the year affecting proprietary interests. Below is an abstract of this report:

Colorado.—In 1893 a law was enacted requiring the application of a "caution" label to all pro-

prieties containing any of the articles mentioned in schedule A of the pharmacy laws of that State. This law has not been enforced, but steps were taken in last May to ascertain whether or not the certain proprietaries contained such ingredients as made them subject to this section.

Illinois.—The Baxter bill and several other obnoxious measures were referred to in the report and the statement made that the Board of Pharmacy propose to secure the passage at the next session of the Legislature of a bill, similar to the Baxter bill, which was defeated at the last session of the Legislature.

Indiana and Kansas bills requiring the appearance of the formula on the label of proprietary remedies were presented and were defeated through the activity of the newspapers.

New York.—A bill was introduced requiring a certificate from the State Board of Health on all proprietary medicines. What is known as the Mullin bill, imposing heavy penalties for the dissemination of literature concerning medicine for the regulation of the menstrual function, was also introduced, but neither of these measures came to a vote.

Pennsylvania.—A bill requiring the registration of formulas with the secretary of the State Board of Pharmacy was introduced, but failed to become a law.

Wisconsin.—The publishers of the State opposed the passage of a bill which provides that none save registered pharmacists shall keep for sale any proprietary medicines of which the formula is kept secret, which contains morphine, strychnine, cocaine or any poisonous narcotic in any quantities which the State Board of Health shall deem harmful to the life or health of the public, unless the presence of the same is shown by a label upon the bottle and the outer wrapper, but the opposition was futile, and this law will take effect January, 1898.

The committee recommended that it be empowered to retain the services of a press bureau of information, who will keep us well posted through their special correspondents at all State capitals of all pure food bills, pharmacy bills, or any bills at all relating to proprietary articles. Respectfully submitted.

### Restrictive Legislation Growing.

In discussing the report, which was highly commended, Mr. Fenner spoke of the growing tendency to restrictive legislation concerning proprietary remedies. He said that the feeling against proprietary remedies had grown. Formerly the opposition came from physicians, whereas now "we have to look for other enemies than the physicians. There are other and more insidious enemies to proprietary medicines, and I found it cropped out in the second session. I do not wish to say it out loud, but guess you know who they are. I had the privilege of talking with Mr. John Hodge, of Lockport, the spring before he died. He had been our chairman on the Legislative Committee for several years, and he recounted to me some of the difficulties he had in various legislatures; and we all know they are serious, because so far as the line of business that I pursue is concerned I have been forced out of the State of Iowa and also the State of Kansas, and am now forced out of the State of Illinois and liable to be forced out of the State of Ohio. The State of Iowa has had a checkered career in this line of legislation. One legislature would pass laws making it impossible to have agents circulating in the State and selling proprietary medicines, and the next legislature would repeal these laws; and at the present time Iowa is all right. Colorado is not all right, and unless there is the utmost watchfulness along this line State by State we will lose."

### Fraternal Relations.

George A. Newman presented a report for the Committee on Fraternal Relations, from which we make the following extracts:

\* \* \* The constant and vigorous wholesale crusade that has been waged for several years past, through the columns of drug and pharmaceutical journals, against substituting by dishonest druggists, has unfortunately engendered a very bad feeling on the part of the retail

druggist against the proprietor as the supposed author of the (so claimed) unjust charges.

Your committee, however, is inclined to think that the very enterprising advertising agencies are more directly responsible for the trouble complained of than either the manufacturers or the proprietors.

The communication sent out by your committee was read before the meeting (of the A. P. H. A.) and quite an animated discussion followed, not without very palpable evidence of a bitter feeling against the proprietors, from whom they claim to have received very bad treatment.

There was no action taken on our communication, nor will there be any taken on the subject of joint committees until some definite proposition from the proprietors is received.

One gentleman from Chicago thought the evil of cut rates was comparatively an easy problem, and entirely in the hands of the manufacturers, and that the Association of Proprietors should take hold, attack the disease and cure it by absolutely controlling the price of their respective products until it passes into the hands of the consumer.

The farce that was enacted by this section in the election of Mr. Jacobs, of Atlanta, Ga., to preside over its commercial interests during the ensuing year tells its own story.

We cannot express the surprise and disappointment of those members of this organization who realize the great importance of this department of the association (particularly at this time) better than by using Mr. Jacobs' own words when escorted to the chair.

He said that he was utterly at a loss to understand the selection, as the sentiment of the section was undoubtedly against cutting, while he himself was the arch-cutter, and he was proud of it.

But, notwithstanding this frank and honest statement, he was not permitted to decline the chairmanship.

It was said, however, by one speaker in explanation, that the commercial section has "admittedly" been a failure under the anti-cut system, and that with a cutter in the chair, it might possibly be a success.

If the new chairman of this most important, "i. e.," the commercial section, can convey to the retail druggists the secret of how to get rich and yet sell all leading staples in his line at cost, the problem needs no better solution.

Mr. Jacobs, we understand, has been phenomenally successful and has accumulated considerable means, by conducting his business on the up-to-date, cut-rate system.

We shall, therefore, watch with considerable interest the future of the Commercial Section of the American Pharmaceutical Association.

As far as the American Pharmaceutical Association reflects the sentiment of the trade of the country, your committee is forced to conclude that the retailers are simply waiting, hands down, for the proprietors and manufacturers to find a remedy and apply it.

After a few remarks by Dr. Pierce, the third session of the association adjourned.

#### FOURTH SESSION.

At the opening of the fourth session on Wednesday afternoon, communications were read from Francis Forbes of the Trade-mark Association, of New York, and from Fuller & Fuller Co., of Chicago, the latter being in relation to discounts.

The following were elected to membership:

##### NEW MEMBERS.

Plimpton, Cowan & Co., Buffalo, N. Y.; George P. Rowell, New York; Smith Brothers, Poughkeepsie, N. Y.; The Packer Manufacturing Co., New York, N. Y.; Noyes Bros. & Cutler, St. Paul, Minn.; I. L. Lyons & Co., New Orleans, La.; The Kauffman-Lattimer Co., Columbus, O.; Columbia Chemical Works, Brooklyn, N. Y.; Mariani & Co., New York; Alta Pharmaceutical Co., St. Louis, Mo.; Northwestern Yeast Co., Chicago, Ill.; Theodore Metcalf Company, Boston, Mass.; Aschenbach & Miller, Philadelphia, Pa.; Katharmon Chemical Company, St. Louis, Mo.; Joseph Burnett Co., Boston, Mass.; The P. L. Abbey Co., Kalamazoo, Mich.; Mellier Drug Company, St. Louis, Mo.; The Bradfield Regulator Company, Atlanta, Ga.; Chamberlain Medicine Company, Des Moines, Ia.; Just's Food Company, Syracuse, N. Y.; E. C. DeWitt & Co., Chicago, Ill.; Rigaud & Chapoteaut, Paris, France, per F. S. Mason, attorney, New York; Munyon's Homeopathic Home Remedy Co., Philadelphia, Pa.; O. & W. Thum Company, Grand Rapids, Mich.; Barrett Mfg. Co., Philadelphia; The Lamar & Rankin Drug Company, Atlanta, Ga.; J. N. Harris & Co., Limited, Cincinnati, O.; Herbert E. Law, San Francisco, Cal.; F. E. Marsh,

Chicago, Ill.; Mulhens & Kropff, New York; W. A. Hover & Co., Denver, Col.; The Dunkley Celery and Preserving Co., Kalamazoo, Mich.; Blue Seal Extract Co., Boston, Mass.; The Dadds Medicine Co. of U. S., Buffalo, N. Y.; Moxie Nerve Food Company, Boston, Mass.; The Dr. Chase Company, Philadelphia, Pa.; Andreas Saxlehner, New York, N. Y.; The K. T. Booth Company, New York, N. Y.; Swaim's Laboratory, Philadelphia, Pa.; A. Cressy Morrison, secretary of the Natural Mineral Water Company, Soda Springs, Idaho; Resinol Chemical Company, Baltimore, Md.; Paris Medicine Co., St. Louis; Deane Plaster Company, Yonkers, N. Y.; Geo. C. Frye, Portland, Me.; H. H. Hay & Son, Portland, Me.; Peruna Drug Manufacturing Company, Columbus, O.; Manhattan Spirit Company, Buffalo, N. Y.; Lazell, Dalley & Co., New York; Pratt & Lambert, Inc., varnishes, etc., N. Y.; Whiteley & Co., Bridgeton, N. J.; The Cumberland Glass Manufacturing Company, Bridgeton, N. J.; Illinois Glass Company, Alton, Ill.; John L. Whiting & Son Company, Boston, Mass.; Whittall, Tatum & Co., New York; Jeffries Glass Works, Philadelphia, Pa.; Carter, Carter & Meigs, Boston; The Comfort Powder Co., Hartford, Conn.

The Executive Committee recommended that the association indorse Senator Cullom's amendment to the Interstate Commerce law, renew its subscription to the Chicago Freight Bureau and adopt the report of the treasurer, all of which was agreed to.

##### Trade Interests.

The Committee on Trade Interests, through Dr. Pierce, submitted a report favoring the adoption of a resolution recommending the members to comply with the request of the Richmond retail druggists, which is printed above. The result of such a measure would be what retailers have long asked for; that is, the establishment of absolutely uniform prices for retailers.

A lengthy report was submitted by this committee, reviewing the cut-rate evil, substitution, protection for advertisers, guaranteed circulation, the relations of advertisers to publishers and of proprietors to retailers.

The report showed how cut prices "finally work the greatest injury to the manufacturers," reviews the difficulties surrounding the prevention of the evil, and states that the coupon plan of having the dealers' profit represented by coupons would, if it had been adopted, have proven more nearly practicable than any plan which has yet been placed before the trade. While the committee deplored the prevailing conditions which rendered it impossible for the retailer to secure a fair profit on the goods in many sections, it has not been able to evolve any plan under which it seems feasible to eradicate this evil.

Attention was directed to the war on substitution being carried on through the press and the statement made that "only such druggists who are practicing the most flagrant substitution can possibly take offense at these carefully worded readers in the interest of proprietors and in opposition to substitution."

The committee also submitted resolutions recommending the members of the association to patronize as far as practicable those publications which endeavor to protect their advertisers' interests against substitution. In the preamble reference was made to the practice "pursued by some pharmacists of substituting." Thomas F. Main moved that the word "dealer" be substituted in the place of the word "pharmacist," as, he said, the pharmacists constitute a large class of hard-working and worthy men who should not be thus singled out as substitutes, for the majority of the substitution was done by others not pharmacists. With this change the resolutions were adopted.

Some discussion was then entered into as to the endorsement of the matter on substitution sent out by the "National Advertiser," it being stated by Mr. Rose that some of the notices published had given offense to a number of manufacturers and retail druggists. The matter sent out was approved, but the association decline to undertake supervision of, and responsibility for any matter which might be sent out in the future. This closed the business of the fourth session.

#### FIFTH SESSION.

On Thursday afternoon, at 2.40, President Doliber called the association together for its fifth and final session. On recommendation of the Executive Committee the salary and expenses of the secretary were placed at \$500, instead of \$300 as heretofore. The committee also recommended that the Committee on Legislation be granted funds for obtaining information concerning proposed legislation. Resolutions favoring a strict enforcement of rebate contracts were adopted.

Brent Good called attention to the law which became operative in Illinois in 1895 which makes it impossible to prosecute for infringement of a trade-mark in that State unless the trade-mark has been registered with the Secretary of State. On motion of Mr. Good committees were appointed to attend the conventions of the Proprietary Articles' Trade Association of Canada and Great Britain.

Dr. Julius Garst addressed the members on the question of substitution and the cut-rate evil and asked that a sum of money be set aside to make a test case against some aggressive cutter. Reference was made in this to the conditions under which the Waterman Co. has succeeded in preventing the cutting on Waterman pens. The whole matter was referred to the Executive Committee.

##### New Officers.

The Committee on Nominations reported in favor of selecting the following as officers of the association for the ensuing year:

President—Thomas Doliber, Boston.

Vice-Presidents—Dr. V. Mott Pierce, I. S. Coffin, New York.

Secretary—Joseph Leeming, New York.

Treasurer—Herbert B. Harding, New York.

Executive Committee—Alfred E. Rose, Lowell, Mass.; W. T. Hanson, Schenectady; Charles H. Pinkham, Lynn; Horace M. Sharp, Philadelphia; Thomas F. Main, New York; Mahlon N. Kline, Philadelphia.

The report was adopted and the nominees elected, after which the association adjourned to convene in St. Louis in October, 1898.

#### THE ANNUAL BANQUET.

The handsome dining hall of the Hotel Jefferson furnished a charming setting for the banquet on Thursday night. The room was taxed to its utmost capacity to comfortably accommodate the guests. The dinner was a success, both from a gastronomic and oratorical point of view, the speakers including some of the most eloquent orators of Virginia.

The diners were seated at nine tables, at one of which was grouped the guests

of the evening. Following is the list of the toasts and of the names of the speakers:

"The President of the United States," Judge L. L. Lewis.

"Virginia," Governor Charles T. O'Farrell.

"The National Wholesale Druggists' Association," President C. F. Weller.

"Our Country," General Fitzhugh Lee.

"The Proprietary Association," President Thomas Doliber.

"People and Folks," M. Carey Peter.

"Woman," Dr. J. Allison Hodges.

"The Press," John M. Peters.

When coffee was served, about 9.30 o'clock, the ladies were assigned seats in the gallery facing the speaker's table and at other points from which they could hear the speakers.

At the conclusion of the speaking the assembled company sang "Auld Lang Syne."

#### NOTES OF THE MEETINGS.

At the close of the meeting a great many of the delegates took the delightful sail down the James river to Old Point Comfort, and from there returned to New York on the Old Dominion Line steamer Roanoke.

Commodore Emerson, whose beautiful steam yacht *Nydia* was so freely and generously placed at the disposal of the members at Old Point Comfort, had quite a thrilling experience while returning from the Point to Baltimore. The yacht ran into a very severe gale, and the guests, including Mr. and Mrs. Jarrett, W. Townley Case and W. W. White, were pretty thoroughly shaken up before the gale passed over.

One of the points of interest in Richmond which was visited by many of the members was Justice John's court. The Judge is a gentleman of the old school and has most unique and original methods of dispensing justice, and has a well-defined contempt for that new order of things which includes negro lawyers.

The visit to the field of the Battle of Seven Pines on Monday morning was much enjoyed by a party of about one hundred, including a number of ladies and a very large number of camerists.

On Monday afternoon a considerable party visited the battlefield of Petersburg, bringing away souvenirs of that hard-fought fight. A guide of one of the parties was a soldier bearing what is no doubt a positively unique scar, as it is the result of a wound inflicted by a hot flap-jack. The soldier during the war had stolen from a neighboring campfire a hot flap-jack and secreted it on his person. The owner of the flap-jack saw this act of vandalism, and, grasping the thief around his body, above the flap-jack, held him fast until a burn was produced, the scar of which the old soldier refers to with honorable pride.

W. W. White, of Roessler & Hasslacher, was the recipient of congratulations of his numerous friends at the convention upon his recently announced engagement to Miss Emerson, daughter of Commodore Emerson of bromo-selzer fame.

A large number of the visiting delegates to the convention consider themselves very much indebted to T. A. Miller, president of the State Board of Pharmacy, etc., for his hospitality and kindness. He kept his team busy showing the beauty of the city and suburbs to the visitors.

One of the most graceful courtesies extended to the ladies during the convention was the trip given by Commodore Emerson of the Maryland Naval Reserve and proprietor of Bromo-Selzer, on his elegant steam yacht "*Nydia*." There were upwards of fifty in the party. The sail was from Old Point Comfort to Norfolk and back again. A bounteous and elegant luncheon was served during the trip, and Commodore Emerson was voted by everyone a perfect host.

#### Passed the New York Board.

At the last examination of the New York City Board of Pharmacy, held on October 11th, twenty applicants appeared for examination, of which the following passed: D. C. Eccles, Edwin A. Keefer, Gordon L. Lindsay, Tracy B. Plumb, Sigmund Epstein, H. F. Schaafsma, Sigmund Klein and Harry Spriggs. The next and last examination meeting of the board will be held December 13th, at 9 a. m.

### HERMON W. ATWOOD DEAD.

Hermon W. Atwood, who has conducted a pharmacy at 846 Broadway, for the past thirty years, died at his home, 51 West Eighty-second street, on the night of October 22d, from the effects of a stroke of paralysis received on Sunday evening. He had a slight stroke on May 3, but had apparently recovered. Mr. Atwood was born at Hartford, Conn., 57 years ago, and entered the drug business as a lad of 16 in that town. Later he entered the employ of Dickinson, in Brooklyn, and was afterward employed by Dr. King in this city. Thirty years ago he engaged in business for himself at 846 Broadway, where he was conducting a store at the time of his death. Some twenty years ago he opened a summer store at Long Branch and has built up a fine business there, though the store was kept open only during the summer season.

Mr. Atwood took an active interest in college affairs almost from the date of his arrival in this city and over 17 years ago was elected a trustee of the college, serving continuously from that date until the last annual election, when he was elected second vice-president. Mr. Atwood was



HERMON W. ATWOOD,

Second Vice-President of the New York College.

a man of most modest demeanor and of a rather retiring disposition, but he was endowed with a strong personality and indefatigable industry and all his great abilities were freely devoted to the advancement of the best interests of the college.

For the past ten years Mr. Atwood has acted as chairman of the Lecture Committee, the Commencement Committee and of other standing committees of the Board of Trustees, and has acted as chairman of a number of special committees, carrying out work of the greatest importance for the college. As chairman of the Building Committee he supervised the erection of the magnificent new college building and as chairman of the Lecture Committee was chiefly instrumental in securing the present excellent faculty of the institution and in laying out the present curriculum of which the college is justly proud. Mr. Atwood was a member of both the State and the American Pharmaceutical Associations and was a trustee and for a long time treasurer of the Central Park Presbyterian Church. In 1868 he was married to Miss Josephine Chamberlain of this city, who died some six years since, leaving three unmarried

daughters, who survive him. The following expressions from a number of gentlemen who have been intimately associated with Mr. Atwood in his work at the college will show the high esteem in which his services were held and the warm affection which his personality inspired.

DR. CHARLES RICE—I am shocked to learn of his death. By it there is inflicted on the college the greatest loss it has suffered for years. He has for many years been most active in the college and largely to his labors are due the high standing of the faculty and the curriculum. His business ability has been of inestimable value to the institution. He was possessed of a strong personality, great vigor and decided views, but he was always willing to listen to argument and yielded gracefully when he found himself in the wrong. Having been associated with him during the whole of his seventeen years' service as trustee, I feel his loss with such keen personal regret, that I am unable to find suitable words for expressing my deep sorrow.

O. J. GRIFFIN—During my many years' connection with the college, I have found Mr. Atwood always at the front when any work was to be done, and this unremitting attention to work, no doubt has in part contributed to his sudden death. It will be years before his place in the college can be filled.

PROF. VIRGIL COBLENTZ—By the death of Mr. Atwood the college lost one of its most active and energetic members. The faculty will certainly feel his loss keenly, since through our close associations we have learned to prize those sterling qualities which were unrivaled among his associates.

PROF. GEO. C. DRECKMAN—The death of Mr. Atwood will be felt as a severe loss by the college, as well as the individual members. It leaves a vacancy which it will require time to fill.

PROF. H. H. RUSBY—Mr. Atwood will be missed in the college work, because of the great energy and persistent faithfulness which he has shown in all circumstances in promoting it. But he will be missed far more in his personality. The longer anyone knew him, the more they esteemed him. Those who esteemed him most were his oldest friends, and his death brings deep sadness to a wide circle of friends and acquaintances.

SAMUEL W. FAIRCHILD—I feel that in the death of Mr. Atwood I lose a personal friend, for whom I had a most sincere friendship and esteem. The College of Pharmacy loses in his death, one of its best friends. His work in the college in the past is too well known to need from me any praise. He was always on hand, and as chairman of the Lecture Committee a most important work fell upon his shoulders, and was always well performed. The news comes with such a shock that I have not had one moment to give the proper thought to this expression of my most sincere regret and real sorrow at the loss of a dear friend.

### SOCIETY OF CHEMICAL INDUSTRY.

#### First Meeting of the Session Well Attended and Valuable Papers Presented.

The opening meeting of the session of 1897-8 of the New York section of the Society of Chemical Industry took place on Friday evening, October 22d, at the New York College of Pharmacy, 115 West Sixty-eighth street. The attendance was large, and many members of the American Chemical Society were present to take part in the discussions. The first paper of the evening was by S. B. & W. B. Newberry on "Constitution of Hydraulic Cements." The paper was one of the highest interest to manufacturers. The author had conducted a long series of experiments with a view of determining the hydraulic properties of different oxides. Some authorities had



declared iron oxide to possess no hydraulic properties when used as an ingredient in hydraulic cements, but the author had succeeded in producing a very satisfactory cement by substituting  $\text{Fe}_2\text{O}_3$  for  $\text{Al}_2\text{O}_3$ . Magnesia, he said, was a troublesome factor, and as little as 4 per cent of it frequently caused crumbling in the finished cement. Cements containing 8 per cent of magnesia usually go to pieces. The paper elicited an interesting discussion, which was participated in by a number of the members who are engaged in the cement industry as chemists. E. H. Hurry, of the Atlas Cement Co., said that the series of experiments conducted by Dr. Newberry were just what cement manufacturers had long wanted and he had nothing but praise for the paper. Dr. C. F. McKenna, the treasurer of the American Chemical Society, also testified as to the value of the experiments carried on by Dr. Newberry. He made the interesting observation that cements containing 4 per cent magnesia usually remained sound in sea water. Dr. Shieffelin asked if the author in his experiments with dolomite lime had allowed sufficient Si for the magnesia present. Dr. Newberry said he had not; on the contrary, he had found it best to consider the magnesia as an absent factor. Clifford Richardson, the well-known asphalt cement expert, discussed the paper and contributed some interesting observations. He rather disagreed with the author as to certain of his conclusions regarding the role played by magnesia in cements.

He instanced a large number of cements manufactured in the West, some of which contained as much as 18 per cent of magnesia. Maximilian Toch called attention to the formation in the cement facings of buildings of soluble salts. One cement used in dressing a building he found contained calcium oxalate and he was unable to account for its presence. Magnesium sulphate, which frequently forms on the surface of cement, could be accounted for by the presence of barytes in the coal. After considerable investigation he came to the conclusion that the formation of calcium oxalate was due to the synthetic action of a micro-organism—the penicillium glaucum. Another micro-organism which frequently proved a source of trouble was the protococcus viride. These observations of Dr. Toch appeared to startle some of the members as pointing to a cause for the formation of soluble salts, which had not before occurred to them. His statements were, however, allowed to remain unquestioned, the members doubtless considering them too speculative for serious attention.

The next paper was by J. Prochazka, "On the Estimation of Small Amounts of Alpha in Beta-Naphtol." The method was based on the property of alpha-naphtol of combining with diazo compounds to form soluble bodies. The addition of diazo-naphthylamic-sulphonic acid to a mixture containing alpha-naphtol resulted in a formation of a soluble body, which did not occur with a pure preparation. The author's paper proved an eminently practical one to the chemists present, but we fear that the polysyllabic character of the nomenclature employed in designating the reagents will debar the use of the process by pharmacists. It was considered a gratifying indication that beta-naphtol can be obtained in commerce free from any contamination of alpha-naphtol. Dr. Endemann testified that he had used the method de-

scribed by Dr. Prochazka and found it to work very well.

Owing to the absence of Drs. Summers and Twitchell, the papers submitted by them were not read. Dr. Schweitzer then announced a paper on "A New Chrome Mordant for Animal Fibres," which was down on the agenda as his own work. The inventor of the process happened, however, to be among the audience, and the secretary invited him to report his discovery in person.

Dr. Otto P. Amend recited the names of the different chemicals used by dyers as mordants, and referred particularly to the growing use of lactic acid in this country as a mordant. He spoke of the process, which has come into use of late in Germany, where a combination of lactic acid and potassium bichromate was used. A solution of potassium bichromate is first decomposed with sulphuric acid, and this in turn is precipitated with lactic acid to yield chromium oxide in solution. This forms the mordant used by German dyers. The author's idea was to combine the chromium directly with the fibre, and he has found that chromic acid combines with wool to form a new chemical compound which he terms "bichromate of wool." A solution containing one-thirtieth of 1 per cent of chromic acid was found sufficiently strong to act on the fibre. The new process was warmly commended by Dr. Schweitzer, who went so far as to say it would revolutionize the dye industry. This terminated the proceedings, and the section adjourned, to meet next month in the Haverly laboratories in Columbia University on Morningside Heights.

#### The Death of Mr. Alsberg.

At the last meeting of the Committee of the New York Section of the Society of Chemical Industry, the following resolutions were entered upon the minutes:

"The committee of the New York Section of the Society of Chemical Industry learn with sorrow of the recent death of our friend and fellow member of this committee, Meinhard Alsberg, who has been a valued member of the society since its foundation and of the committee for a number of years.

"Our intercourse with him has been of the most pleasant character, he being ever ready to advise or assist his fellow members in any way in his power.

"As a chemist he was most skilled, and as a business man his reputation was exemplary in the highest degree.

"Resolved, That we communicate to the family of our deceased fellow member, and to his business associates, our sincere sympathy in their bereavement.

"Resolved, That this expression of our regard and sympathy appear in full in our minutes."

#### The Proposed Chemical Club.

The prospects for the organization of a chemical club are not bright. Readers of the AMERICAN DRUGGIST will recall the efforts made last year by Drs. Breneman and McMurtrie to effect an organization among technical, analytical and manufacturing chemists, with a view to secure suitable quarters for such a club. The result of a good deal of time and thought spent upon the matter was that there was not a sufficient response to warrant the original movers in going ahead on the plan proposed. The idea was to have a professional club with a house of its own uptown as a rendezvous for all interested in chemistry, and a place for holding chemical meetings. The project now has been practically abandoned as unfeasible.

#### American Chemical Society Elects Officers.

The result of the election of officers of the New York Section of the American Chemical Society for the ensuing year, held October 15th, was as follows: Dr. William McMurtrie, chairman; Dr. Durand Woodman, secretary and treasurer; Drs. C. A. Doremus, A. C. Hale and A. A. Breneman, executive committee; Dr. McMurtrie, C. F. McKenna and Marston T. Bogert, delegates to the Scientific Alliance of New York.

A paper was read by Professor P. C. McIlhiney on "Some Experiments in Thermo-Electric Pyrometry," in which a very inexpensive form of electric pyrometer was described, and directions given for its working and arrangement.

Dr. McMurtrie made an address on "Recent Progress in Industrial Chemistry," after which a vote of thanks was unanimously passed to him in recognition of his arduous labors in connection with the welfare of the local section.

#### Fire in the Drug District.

An outbreak of fire in the essential oil and cubeb cigarette warehouse of James B. Horner & Co., 3 Platt street, on Wednesday, October 20th, gutted the building and did damage to the extent of nearly \$250,000. The warehouses of Hagerty Brothers, 5 Platt street, and David E. Green, 1 Platt street, which adjoin Horner's warehouse, were greatly damaged by water.

David E. Green & Co. are importers and exporters of gums, while Hagerty Brothers are dealers in druggists' glassware. David E. Green & Co. suffered a loss of \$40,000, and Hagerty Brothers \$20,000. All losses are fully covered by insurance.

#### WESTERN NEW YORK.

##### Continued Improvement in Business.

BUFFALO, Oct. 22.—There is a better feeling in the drug trade. September was a good month and October has continued the improvement. There seems to be no special reason for the change for the better beyond the general up-turn in business, which is now becoming very marked, and as no new inroads have been made this season on the local drug stores by department establishments and grocers, the druggists may be set down as again making money in a moderate fashion.

##### Officers of the Erie County Association.

The Erie County Pharmaceutical Association at the annual meeting elected the following officers for the ensuing year: President, Hugh A. Sloan; first vice-president, Henry S. Rider; second vice-president, John Tilma; secretary, P. M. Lockie; treasurer, E. J. Liebetrut; trustees, one year, Willis G. Gregory; two years, C. A. Dimond; three years, Thomas Stoddard; four years, George Reimann; five years, C. N. Riggs. This body does efficient work, but largely as a reserve force. When there is nothing of a disturbing nature in the trade no meetings are held, but the association has time and again shown its efficiency in a fight against abuse, or as a general rallying point for any sort of an emergency.

The Erie County Board of Pharmacy at its second October meeting granted assistant's licenses to Henry H. Ramage

and William H. Andrew. Mr. Andrew will enter the employ of R. K. Smither.

#### Activity of the Board.

The board is making a very careful inspection of the stores of the county for the purpose of discovering whether the old abuse of running them off and on with no-license clerks continues. The finding is quite satisfactory. There are a number of one-license stores, but as a rule they are managed as nearly under the rules as possible. The report of one proprietor, which has been corroborated by outsiders, is interesting as showing the overwork most druggists will sustain in order to remain in the business. This druggist stated that he rose at 5:30 and took an hour or so on his wheel, being ready to open the store at 7. After that he took but 20 minutes off at noon and evening for meals. Whenever he was off for half a day he employed a relief clerk.

The board had a number of possible delinquents of this sort on its list, but found in some cases the relief clerk had not been reported; some establishments with more than one licensed clerk had failed to report but one, so that a summons before the board and an explanation was usually the extent of the inquiry. The list has now been pretty well exhausted.

#### News of the Trade.

The fire that destroyed nearly the whole of Austin, Pa., also swept away Helwig's drug store. It occurred on the 4th.

The big Mathieson Alkali Works at Niagara Falls, which gets its power from the tunnel, has started operation. The business is the manufacture of caustic soda and bleaching powder.

David M. Cowan, of the wholesale firm of Plimpton, Cowan & Co., has gone South, and will attend the meeting of the National Wholesale Druggists' Association at Richmond, Va.

Frank A. Weed, who so well represents Whitall, Tatam & Co. in the sale of glassware and druggists' sundries, spent some days in Buffalo lately, and everywhere met with his former success as a salesman.

Alderman James Mahoney, of Niagara Falls, has bought the Philpot drug store there, and will restock it and make numerous improvements. He has long been a leading Democratic politician there, but is expected to drop politics now.

Notices are received of the intended visit of a month's duration of Dr. C. W. Hanford, who is introducing "Nutrose" for Victor Koechl & Co., perhaps best known here as the introducers of antitoxine in America. Dr. Hanford is well known here and will be welcomed everywhere.

Dr. R. V. Pierce, of the World's Dispensary Medical Institute, Buffalo, is still enjoying life in spite of business. He has a new horseless carriage, the only one in the city, and has ordered a house-boat built for him in Florida, which will be ready when he gets down there this winter. It is to be an elaborate affair.

E. R. Grant, a morphine fiend from Ithaca, has been victimizing the doctors and druggists of Batavia by asking them to assist in treatment of his case that would tend to cure him. In this way he obtained an abundance of hypodermic injections. He had no money, but told of large amounts of money to come to him in a few days. He went the rounds and was at last set down as a dead-beat and dropped.

#### Clinton Pharmaceutical Co. Entertain the Syracuse Druggists' Assn.

Each of the druggists who attended the Syracuse Druggists' Association clam-bake, held at Kirk Park, Syracuse, on October 5th, was presented with a miniature bottle containing pepsin, and labeled to be taken at the close of the bake. This piece of foresight undoubtedly saved any serious results following the wholesale demolition of clams,

chicken, green corn, bluefish, lobsters and sweet and common potatoes. The bake was a success in every particular.

Previous to taking places at the tables the druggists and their friends were photographed in a group. After-dinner impromptu addresses were made and a general good time enjoyed.

Among those present were the following:

J. Le Roy Webber, A. W. Fay, Charles N. Pierce, James K. McGuire, F. E. Champlin, W. W. Jones of Detroit, P. H. Reifert, Walter J. Coleman, Bruce R. Burdick, Harry H. Marble, Neil J. Weston, Willis Thompson, Charles Heyne, G. B. Hubbard, Louis J. Barker, W. I. Smith, L. B. Farrington, J. A. Mortimore, G. D. Kirtland, J. M. Turner, W. W. Hickock, J. B. Booth, Adam H. Miller, Gustav A. Heyne, J. F. Kincaid, O. Perry, Elmer J. Le Fevre, J. C. Auchampaugh, Edmund L. Weston, W. B. Fuller, Donald Dey, John Marsellus, Rufus E. Smith, Albert C. Fish, A. W. Beach, Thomas W. Dalton, W. B. Bissell, W. D. Hawley, John C. Bowe, F. P. Adams, E. S. Dawson, Jr., F. J. Stewart, F. B. Sherman, F. J. Nye, F. P. Hinkston, George B. McLeod, Captain Thomas W. Quigley, A. E. Oberlander, G. H. Fuller of Pulaski, William Muench, Charles Hubbard, I. Miles Cummings, F. J. Brodick, Elbert J. Galoway, Ross N. McLoud, Charles G. McElwain, E. B. Covert, H. G. La Vallee, George C. Hanford, Harry Silverman, W. A. Ellis, George E. Thorpe and W. J. Wilds.

## PENNSYLVANIA.

### Preparing for Hot Soda Season.

PHILADELPHIA, Oct. 21.—Many of the druggists in this city some time ago made arrangements for introducing a hot water system at their soda water fountain, so that when cold weather came hot drinks could be dispensed as well as cold ones. The hot spell of a few weeks ago caused a halt in the improvements, but the sudden drop in the temperature last week caught the druggists unawares, and there was quite a demand made upon the plumbers to speedily finish their work.

### Hot Soda Grows in Popularity.

For some years past there has been a decided gain in the number of drug stores that sell hot and cold soda and this year it looks as if nearly all kinds of hot drinks can be had for the asking.

A well-known druggist said recently that while in some cases there was not much profit in the dispensing of soda water alone, it was, however, an attraction and brought trade to the store. Many of the drug stores are now in competition with the dry goods houses who have had erected in their stores soda water fountains on a much larger scale than those usually operated by the average druggist. As has always been the case the outsider generally starts in to cut prices and this the dry goods stores have done in regards to soda water. For years past ice cream soda brought ten cents a glass, but owing to the competition it can now be had for five cents in nearly all stores and in some dry goods houses it is given away as an inducement to secure the good will of prospective customers. The people, however, are beginning to realize that the cheap article is not what it is claimed to be and that the druggist knows more about the syrups and the mixing of the drinks than the man who sells ribbons and canton flannels.

### Alumni Association Changes Its Plans.

Owing to the additional term required of those who are desirous of having a diploma of the Philadelphia College of Pharmacy, most of the afternoon is taken up with lectures, so much so, indeed, that

the alumni association has deemed it expedient to change its social meetings to the evenings. The first session was held on Thursday evening, October 21st, and was quite a success. Professor Kraemer was present and he was welcomed by a large number of old-time college friends, as well as many of the students. It is the intention of the committee having these meetings in charge to make them more attractive than ever. During the coming season there is hardly any doubt but that many an enjoyable evening will be made for those who like social amusement of this kind.

### Proposed Industrial Exhibition.

At a private dinner given in this city a few days ago the feasibility of having an industrial exhibition next year was discussed. There were present gentlemen who represented the leading industries in this city and they were very enthusiastic over the holding of such an exhibition. The Philadelphia Commercial Museum is the father of this scheme and this body is now endeavoring to get the consent of all the principal trade associations to enter into harmony with the ideas submitted at the dinner. At a meeting of the Board of Directors of the Philadelphia Drug Exchange, held on October 13th, this subject was brought up, and the following preamble and resolution were adopted and they were ordered to be submitted to the Board of Trustees of the Philadelphia Commercial Museum:

Whereas, The Philadelphia Commercial Museum and the Franklin Institute of Philadelphia have under consideration the matter of holding, jointly, an exhibition of the manufactures and products of the United States in this city, in October, 1898, at a time corresponding with the annual meeting of the International Advisory Board of the Commercial Museums; therefore, be it

Resolved, That the Board of Directors of the Philadelphia Drug Exchange heartily commends to its members and the public the favorable consideration of the proposed exhibition as being, from every business standpoint, eminently desirable and worthy of the intelligent and enterprising community which gave life, support and success to the great American Centennial Exposition in 1876.

## OHIO.

### Mr. Fraser in Cincinnati.

CINCINNATI, O., Oct. 20.—Horatio N. Fraser, of the Fraser Tablet Triturate Mfg. Co., of New York, whose charges of attempted blackmail caused ex-Health Officer Prendergast to flee to Canada, and through whom Dr. Limerick was convicted—a conviction subsequently reversed—arrived in Cincinnati last Monday and called upon County Prosecutor John C. Schwartz. "My call upon Mr. Schwartz," said he, "was merely a friendly one, and I am not interested in Prendergast's prosecution in any other way than as a witness. There is no truth in the rumor that the Fraser Tablet Co. will restore Dr. Limerick to his former position as our local agent in the event that the prosecution of his case is dropped. I am at the call of your Prosecutor whenever he shall call me from New York. I have been approached by Prendergast's and Limerick's attorneys, but have not even treated with them. I noticed in a Cincinnati paper a short time ago that Prendergast was in Europe. At the time when he was alleged to have been seen in London, I was myself in that city." While in the city Mr. Fraser stopped at

the St. Nicholas Hotel. A number of prominent physicians called on him during his stay in the city. It was rumored around town that Limerick was quietly working for the Fraser Co. again, but the above interview with Mr. Fraser puts the lie to the stories. A short time ago it was stated here that Prendergast had written a letter to a friend in this city that he intended to come back here soon and stand trial for the offense charged against him. He has not returned, however, and his attorney says that he has heard nothing from him. Limerick's case will come up again at the next term of court, and speculation is rife as to what will be the outcome of the case.

### Dr. Dickinson at the Head of a New Company.

Dr. A. E. Dickinson has resigned as manager of the department of digestive ferments of Parke, Davis & Co., of Detroit, and has organized a new incorporation under the name of the Dickinson Chemical Co., with a capital of \$50,000, and proposes soon to enter upon the manufacture of a line of pharmaceutical specialties of his origination. We are advised that the subscribers to the capital stock of Dr. Dickinson's enterprise are well known and respected in the business world and sufficient capital for the requisites of the business will be at hand as occasion may require.

### Rival Schools of Pharmacy.

MINNEAPOLIS, Oct. 18.—A considerable amount of controversy has been stirred up by local pharmacists in regard to L. A. Harding, the retiring member of the State Board of Pharmacy. It is claimed that his degrees from German universities are not genuine. He is a director of a school of pharmacy in St. Paul in opposition to all others, including the State University, and it is regarded as a breach of propriety, at least, to be the manager of a school whose students must pass an examination before the board of which he is a member. His friends attribute the agitation to jealousy on the part of the head of a rival school in Minneapolis, and state that he does not desire re-appointment on the Board of Pharmacy, nor does the Governor contemplate such a step. Mr. Harding is a graduate of the National Institute of Pharmacy at Chicago.

Among the changes in drug stores and dissolutions of partnerships in the northwest will be noted: George Richardson, successor to Schlumberger & Richardson, at Denison, Iowa; Dr. James McPeck, withdrawn from McPeck & Eichinger, at Canby, Minn.; F. A. Groezinger & Co., of LaCrosse, Wis., have sold out to H. L. Partridge; J. H. Holihan has bought "Corner Drug Store," at Sheldon, Iowa; G. B. Enos and Willard Underwood have purchased South Shore, S. D., drug store; William Stark, successor to John Moody; John Peterson & Co., Milaca (Minn.) Pharmacy; David May, half interest in Park drug store at Charles City, Iowa; A. C. Conger succeeds F. S. Catlin & Co., at Waterloo, Iowa; William McCuaig entered partnership with W. M. Bright, at Princeton, Minn.; F. B. Collins & Co. succeed E. C. Hellickson at Caledonia, Minn.; O. P. Fossum sold to Mr. Hanson at Northwood, Iowa; H. B. Adams has bought L. A. Fisher's store at West Union, Iowa; U. E. McDermott, successor to D. M. Hawes & Co., Summit, S. D.; George Kelsey, of Bottineau, N. D., has sold to M. E. Moen; S. S. Dean, Sheldon, Iowa, bought J. H. Holihan stock; H. H. Sabin, J. J. Deertz withdrew from Sabin & Sabin, at Fargo, N. D.; C. C. Reinert & Co. succeed G. B. Baker at South English, Iowa; D. Dooley bought a store at Green Isle, Minn.; Frank Willis has bought out his brother Arthur at Perry, Iowa, and Charles J. Thomas assumes control of Thomas & Heater's store.



## Review of the Wholesale Drug Market.

NEW YORK, OCTOBER 23, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

TRADE in the different departments of Drugs, Dyestuffs and Chemicals has been of somewhat smaller volume during the period under review, but inquiry from interior points continues satisfactory, and jobbers appear to be getting a fair share of business. The demand upon the manufacturers from jobbers has been up to the average of corresponding periods of previous years, the only complaint expressed being in regard to the volume of individual selections, there being less inquiry of a speculative character than has been experienced for several months past. The lessened interest in quantity purchases is attributed to the absence of many of the large dealers at the Richmond meeting of the National organization of wholesalers. The next fortnight should bring a brisk demand, as the advancing season always has a stimulating action upon the trade. Purchases for fall and winter use are requirements of the period, and the market will undoubtedly assume a brisk appearance, and values will be given a stronger tendency during the next few days. Price changes during the interval have been toward a higher range, in most instances, though we note a few declines, as in the case of balsams Peru and tolu, chicle and vanilla beans. Advances, or a hardening tendency, are noted in caffeine, cod liver oil, ergot, buchu leaves, menthol, golden seal and senega.

### DRUGS.

*Acetanilid* continues to offer freely, and is passing out, in fair bulk, into channels of consumption at the range of 30c. to 32c.

*Arnica Flowers* continue in demand, and sales are making at the range of 6½c. to 7c., with a firm tone noticeable.

*Balsams.*—Copaiba is held at 36c. to 38c., and 40 to 45c. for Central American and Para, respectively, with a fair jobbing distribution at this range. Fir, Canada, is well sustained at \$1.70 to \$1.75, with sales within this range. Tolu is rather neglected at the moment and values are easier, with 45c. quoted. Peru has arrived in fair quantity, and the offerings are freer, with \$1.90 accepted in

some instances for large bulk, though \$1.95 is the common quotation.

*Barks.*—Cascara sagrada is inquired for to some extent, and we hear of some sales passing at 3½c. to 4½c. Cascarilla offers at 7½c., with a fair movement, and elm is steady at 10c. to 12c. Soap has sold fairly in the interval, and with the available supply somewhat limited and concentrated; 8c. is asked.

*Buchu Leaves* have been in active request and short continue firm at the recent advance to 18c. to 22c.; long held at 18c. to 20c.

*Cantharides* is without change, so far as price is concerned, but there has been a fair movement, and the article is well sustained at the range of 33c. to 35c. for Chinese and 50c. to 55c. for Russian.

*Cod Liver Oil* develops increasing firmness, though no positive change in price is to be noted. Supplies of Norwegian are offered sparingly at \$23, our inside quotation. Supplies from primary points are coming forward very slowly, and all indications point to an early advance, for which our readers would do well to be prepared.

*Chamomile Flowers* continue in firm position with an improved demand, though without any quotable change in price.

*Castor Oil* appears to be well sustained at the recent advance, though the demand momentarily is limited. Manufacturers quote 13c. to 13½c. for medicinal, as to quantity.

*Cinchonidine Sulphate* continues in demand and firm, with recent sales at 16c. The present tendency of the article is decidedly upward, and manufacturers are expected to shortly advance their prices.

*Caffeine* has been sold in a speculative way to some extent of late, and secondhands are under-selling manufacturers to the extent of, say, 5c., the range being \$4.90 to \$5.

*Ergot* has improved materially in position since our last, owing to a scarcity here and limited offering from primary sources. For German holders now ask 23c. to 25c., while Spanish do not offer below 20c., the range being 20c. to 25c., as to quantity and quality.

*Juniper Berries* are finding sale in small quantities at 2½c. to 2¾c.

*Manna* is in improved position, though no change in prices has taken place. Large flake held at 50c. to 55c., and small flake 25c. to 28c.

*Menthol*, Japanese, has hardened considerably in the foreign market, and prices here have advanced, though not quite to the range of import cost. Sales have been made the past week at \$2.30 to \$2.35, and the tendency is still higher.

*Opium* has developed no further activity, but values continue firm, holders now asking \$2.70 for single cases. Notwithstanding the fact that import cost is still comparatively higher than the prices ruling here for spot goods, buyers and holders are yet apart in their ideas, and sales are restricted to some extent in consequence. For broken packages \$2.75 is asked, with a fair business doing at this quotation; powdered is jobbing at \$3.40 to \$3.60.

*Quinine* has not changed during the interval, either in respect to price or demand. Inactivity characterizes the market, and the indications are that the jobbing and consuming trade are well supplied. No disposition to urge the distribution is noticed in any quarter, and bulk is held at 28c. to 30c.

*Senna* continues firm, and the demand for the two varieties is fairly active. Alexandria natural quoted 10c. to 16c. and Tinivelly 5c. to 12c; siftings, 7c. to 8c.

*Vanilla Beans* are offered with more freedom, and Mexican cut has changed during the interval at \$9.25.

#### DYESTUFFS.

*Aniline Oil* is in better supply and offers more freely, with the range at 14c. to 15c. Salt is firmer without, however, any quotable change in price.

*Gambier* remains quiet, with sellers of spot stock at 3.12½c. to 3.15c. for steamer and 3.25c. to 3.30c. for sale importation, and the tone of the market is weak.

*Nutgalls*, Aleppo, are developing a firmer tendency owing to a higher range in the foreign market and light stocks here; quoted, 13c. to 14c.

#### CHEMICALS.

*Alum* is maintained firmly at \$1.65 to \$1.75 for lump and ground, with a fair demand experienced.

*Blue Vitriol* continues firm and in demand, with 3½c. asked for prime quality in car-load lots.

*Borax* continues in strong position with deliveries coming forward very slowly; fair-sized lots of refined in barrels have changed hands in the interval to 6c. to 6½c.

*Chlorate Potash* is without quotable change. Manufacturers are supplying the wants of the trade at 9½c. to 9¾c. for crystals and 9½c. to 10c. for powdered.

*Nitrate Soda* is a trifle unsettled, with 1.62½c. to 1.65c. common quotations on round lots, though this figure is being shaded in some instances, it is said, by some holders.

*Oxalic Acid* continues quiet and a fair jobbing business is passing at 7½c. to 7¾c.

*Tartaric Acid* has developed no special activity since our last, and there is little change to report either as regards price or demand. Manufacturers report crystals at 31½c. to 32½c., and powdered at 32c. to 33c.

#### ESSENTIAL OILS.

*Anise* is without quotable change. The demand momentarily is limited to small jobbing parcels for which \$2.10 to \$2.15 is asked.

*Citronella* is easier and offerings are freer, with native in drums quoted 29c. to 30c.; cans, 31c. to 32c.

*Clove* has developed greater firmness and prices have advanced, 50c. being now generally quoted, with 47½c. the strictly inside rate.

*Peppermint* is dull and neglected. Supplies are coming forward freely, but buyers and holders are yet apart in their ideas, and the jobbing range is as previously quoted.

#### GUMS.

*Aloes*, Curacao, is developing a firmer tendency and an advance is asked in most instances. The inside price for round lots is quoted at 2¼c. with 3c. more generally asked.

*Asafetida* continues in fair demand, with the sales at 16c. to 18c.

*Chicle* is in good supply and values are easier, with 29c. to 30c. common quotation.

*Kino* continues extremely scarce and \$3 is the lowest quotation made.

#### ROOTS.

*Aconite*, *Belladonna*, *Calamus* and *Columba* are without special change; sales at quotations.

*Gentian* continues in demand and firmer with 6½c. now named as the inside quotation.

*Golden Seal* is practically out of the market and for the small available supply fancy prices are asked, as much as 75c. being named by holders.

*Jalap* has improved slightly, and sellers generally ask 11c. to 12c.

*Mandrake* is quiet, with holders quoting 4½c. to 5½c.

*Sarsaparilla*, Mexican, continues in fair export demand at 5c. to 5½c.

*Snake* is quiet, but firm, at 17c. to 20c.

*Senega* continues in demand and firm at a slight advance over previous quotations; holders ask 26c.

#### SEEDS.

*Celery* has hardened to some extent in sympathy with the firmer position of the article in the foreign market, and 7½c. is the common quotation for spot supplies.

*Rape* is firmer at 3½c. to 3¾c. The cost to import is nearly on a par with these figures.

We have nothing new to report in medicinal seeds. Prices are quoted unchanged, and the demand does not rise above jobbing proportions.

### "Ware, Smokers."

A Paris correspondent of *To-Day* sandwiches the following warning between whisky and cigarette advertisements:

There are microbes in amber—at least, so M. Beauregard tells the French Institute. So far, he has not found any in yellow amber, but the ambergris he declares to be nothing more nor less than an annual meeting place for every numbered and catalogued microbe. They make some funny discoveries, do these scientists.

Not so funny as paragraphists' discoveries, however. We may hear more about this one of *To-Day's* correspondent, which would interest the public more than the truth of the matter, which is that there is abundance of micro-organisms in ambergris.—*Chemist and Druggist*.

### A Voyage Round the World.

It was just sixty years ago that Thos. Leeming, of Thos. Leeming & Co., took his first ocean voyage, for it was then that he sailed from England to Montreal with his father, who established there in conjunction with his brother the house of

Joseph and John Leeming,  
Importers and Wholesale Dealers in  
British Manufactured Goods.  
St. Paul St., three doors from Baker's  
Hotel, Montreal.

as their card reads. He has since crossed the ocean some forty times in furthering the large business interests of the house of which he is now the head. In about a fortnight he will execute a long-cherished plan and sail for a journey round the world. He will sail direct for Gibraltar, going thence to Naples, the Italian Alps, Brindisi, Alexandria, Suez, Aden, Ceylon, Madras, Singapore, Hong-Kong, Yokahama, and thence back to the United States. In India he will spend six weeks or so and will devote two months to Japan. Mrs. Leeming will accompany him, as will the good wishes of his numerous friends in the drug trade.

### Washington State Druggists Meet.

The eighth annual meeting of the Washington State Pharmaceutical Association was convened in Seattle, for a three days' session, on the afternoon of September 20th. The attendance was large and thoroughly representative. Papers were read by several of the members, Dr. E. Bolink, of Seattle, contributing an interesting communication on the life of a pharmacist. The differences between the State Board of Pharmacy and the Regents of the University, as to a recognition of graduates, were adjusted at this meeting by readopting the five-year course.

The following officers were elected to serve during the ensuing year: President, I. Korn, of Seattle; first vice-president, David Wall, of Vancouver; second vice-president, W. R. Pratt, of Everett; third vice-president, J. H. Day, of Dayton; secretary, Walter St. John, of Tacoma; treasurer, Robert Marr, of Olympia. Executive Committee, in addition to the above, who are ex-officio members of the Executive Committee, W. P. Bonney, Eugene Wyncoop, H. P. Kennedy, J. R. Evans, J. W. Quilt, W. E. Root, A. E. Holland and J. Schlumpf.

### Maine Commission of Pharmacy.

At the October meeting of the Maine Commission of Pharmacy the successful applicants for registry were as follows: John M. Shaw, Portland; Verson D. Coombs, Bowdoin; S. C. Pinkham, Augusta; Ernest P. Parlin, Farmington; Weldon E. Tibbetts, Calais; Jacob Mabee, Eastport; Edward W. Hodgdon, Bangor; Herbert L. Taylor, Portsmouth, N. H., and a certificate of "qualified assistant" was granted E. A. Dudley, Monmouth, Maine. The next meeting will be held in Portland, Maine, Wednesday, December 8, 1897, in city hall building, at 9 a. m.

Cannot something be done to induce wholesale and retail druggists to refrain from handling certain disreputable goods?—C. E. Corcoran.



# \$5 GIVEN AWAY!

READ FOOT NOTE AT BOTTOM OF PAGE.

"IT WILL CLEAN AND SHINE AT THE SAME TIME."

IT'S GREAT!  
IT'S WONDERFUL!!  
IT DOES THE WORK!!!

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("IT WILL SHINE ALL.")

## THE MAGIC ELECTRIC POLISHING CLOTH

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IT Polishes Silverware and Jewelry, without scratching or marring, instantly.  
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IT Polishes all Glassware without soap or water.  
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IT will clean the dirtiest window without soap or water. Nothing to equal "SHY-NALL" for polishing jewelry. Don't be without it.

IT'S A WONDER!

No Dust! No Scratching! No Marring!

No Paste! No Powder! No Bad Odor!

**25 Cents for Large Piece.**

"Will last a year."

### DIRECTIONS.

To polish any metal or glassware, or furniture, simply rub the "SHY-NALL" briskly over the surface of article and a beautiful lustre appears.

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To polish and clean any metal that is very dark, dirty or tarnished, that will not polish with dry cloth, dampen one end of "SHY-NALL" with vinegar, water or alcohol, and rub on article to be polished, then use dry "SHY-NALL" to polish.

It will not injure the finest jewelry or silverware or furniture.

"SHY-NALL" is entirely original, being made by a new electric process, and is as superior to other so-called "polishing cloths" as a genuine dollar is over a counterfeit.

Manufactured by the

**"SHY-NALL" MANUFACTURING CO.**

Main Office and Salesroom, 134 W. 23d St.,  
NEW YORK CITY.

(Opposite Proctor's Theater).

**NOTE.**—In order to introduce "Shy-Nall" in your section, we make the following offer until November 1, 1907. The regular price of "Shy-Nall" to dealers is \$2.00 per dozen or \$18.00 per gross. On receipt of post office or express money order, and this page, we will send you five dozen "Shy-Nall" Polishing Cloths, with all advertising matter, pictures, etc., at once, giving you a discount of \$5.00 on the first order. This will give you a profit of \$2.00 on every dozen sold. This offer is good only until November 1.—The "SHY-NALL" MFG. CO., 134 W. 23d St., New York.

Kindly mention this Journal when writing to Advertisers.

## HINTS TO BUYERS.

Attention is directed to the new advertisement of E. J. McGrath which appears on page 10. It is of interest to every druggist.

Messrs. Marshalls', Limited, 27 Red Lion Square, London, W. C., have received a medal at the Quebec Exhibition for the patent "reel" fly catchers and various preparations in their well-known artistic enameled tubes.

The automatic figures for show windows illustrated on page 26 will be just the thing for holiday window dressing. Write to Nelson H. Jones & Co., 49 West Lake street, Chicago, for illustrated catalogue and suggestions as to window dressing.

Young & Smylie, 54 South Fifth street, Brooklyn, issue an illustrated catalogue which contains some interesting notes on liquorice, and which should be in the hands of every one of our readers. They will send a copy free of charge to applicants mentioning this journal.

The popularity of the 4711 line of perfumes and toilet articles being founded on merit, pure and simple, evidently continues to grow with time, judging by the business which the American agents, Mulhens & Kropff, New York, report. All druggists with a fine class of trade should certainly have these goods constantly in stock.

The disposal of unsalable proprietaries is a problem which was discussed at the Minnetonka meeting of the American Pharmaceutical Association. E. J. Moore, 216 Front street, New York, makes a business of relieving druggists of this unsalable stock, and any one who is burdened in this way should send a list of his dead stock to Mr. Moore.

Professor Armstrong, of London, in a recent lecture before the American Chemical Society, said that one of the most serious problems for the teacher of chemistry was to obtain satisfactory balances. The Springer-Torsion Balance Co., 92 Reade street, New York, claim that they have solved this problem in their balances. To appreciate the many advantages which these offer, our readers should write to the manufacturers for an illustrated catalogue.

### Assayed Powders for Percolation.

On the front cover of the present issue will be found the advertisement of Gilpin, Langdon & Co., of Baltimore. This house has for years made that greatest of all conveniences to the druggist, a powdered drug of standard strength, ready for immediate use. Not only are these goods of great convenience, but they secure an exact dispensing of the physicians' prescription. We heartily commend them to the attention of our friends.

### The New "Shy-Nall."

In this issue will be found the special offer, good until November 1st, of the Shy-Nall Mfg. Co., of 134 West 23d St., New York. It is claimed by the manufacturers that this cloth is a radical departure from old-time methods of making a polishing fabric. It is stated,

moreover, that the goods will be sold primarily to druggists and will never be found on the counters of the department store. The makers propose to secure a good profit to the druggist and to obtain and hold his interest and connection from the beginning. The initial offer is of so attractive a nature that most wide-awake druggists will be glad to avail themselves of it. For further information we refer our readers to the advertisement itself.

### A New Pill Plant.

Our readers will welcome the return to our advertising pages of the old house of Billings, Clapp & Co., of Boston. Their new pill plant is now in operation and they say, "We propose to turn out better pills for less money than has ever been done." Druggists who buy pills and tablets in bulk and desire a first-class article at a moderate price would do well to address Billings, Clapp & Co., of Boston.

### A New Formaldehyde Generator.

We publish in this number the advertisement of the Sanitary Construction Co., of 56 Pine street, New York, in which appears a cut of their new generator. Disinfection by formaldehyde gas has now been adopted by the health boards of most large cities and physicians are consequently paying more attention to it than to any other method of preventing the spread of contagious disease. This generator being recommended as a thoroughly practical article, sold at a moderate price, is something that the druggist could undoubtedly handle to advantage. The company also announces that it is headquarters for formaldehyde itself, and invites correspondence on this as well as on the generator.

### Plus de Maux de Dents.

The above phrase, which, for the uninitiated, we translate, "No more toothache," is a sort of a trade-mark used for the dentifrice, Benedictin de Soulac, the American agency of which is established at 464 Broome street, New York, under the name of Benedictins Dentifrices. There are three preparations of this article, an elixir, a powder and a paste. It is stated that the formula is over five hundred years old and was originated by the Benedictine monks of Soulac, France. The goods have a wide sale all over Europe, where their virtues, not only as a tooth wash, but as a tooth preservative, are well known. The line is handsomely put up and is certain to achieve great popularity. Druggists who cannot obtain them of their jobbers are requested to address Benedictins Dentifrices, 464 Broome street, New York.

### "Just the Cheese."

"It's a seller" is this cheese. It kills rats and makes money for the druggist who sells it. For illustration of counter display write the Newton Mfg. and Chemical Co., 55 William street, New York.

### The Grand Prix.

Emil Utard, manager of the American business of the Parfumerie Ed Pinaud, has just been informed by cable that Ed.

Pinaud's perfumery and toilet preparations have just been awarded the "Grand Prix" (highest award) at the International Exposition at Brussels. The result will not be in the nature of a surprise to the drug trade of the United States.

### A New Pharmaceutical Company.

Dr. A. E. Dickinson, who had charge for some years of the pharmaceutical department of the Cudahy Co., and has for some time past been associated with the digestive ferment department of Parke, Davis & Co., has resigned his position with the latter firm and organized the Dickinson Chemical Co., with headquarters at Detroit.

### A Woman's Taste.

In a recent issue we had a description of what is probably the finest pharmacy in the world owned and conducted by a woman. This is the store of Mistress Cora Dow, which is located on the corner of Race and Seventh streets, Cincinnati. On page 5 of this issue we present a half-page illustration of the unique and beautiful soda fountain, which forms so prominent a part of the fittings of this store. The fountain is built entirely of Mexican onyx, and is believed by its makers, the Onyx Soda Fountain Co., of 250 South State street, Chicago, to be the finest soda fountain that was ever constructed. It certainly is a most striking piece of apparatus, as can be seen from the illustration; but even this wholly fails to convey an adequate idea of the rich color effects produced in this particular fountain by means of the handsome onyx used in its manufacture. The company would like to send illustrations and quotations to any druggist who contemplates either putting in a new fountain or replacing an old one.

### Something New.

F. Huhn, 72 Pine street, New York, has a new invention in paper-box machinery, which, he claims, enables him to save druggists 10 per cent on the cost of pill and powder boxes. Write him for samples and prices.

The William Freck Co., 116 South Clinton street, Chicago, claim to have a hand tablet machine suitable for prescription work, at a price which is in the reach of prescription druggists. Write them for full description and quotations.

### Armstrong Company Exhibit.

As predicted in our issue of September 10th, the Armstrong Manufacturing Co., of Boston, has carried out the plan, then under consideration, of an exhibit at the Food Fair, which cannot fail to popularize their goods with the buying public. A novel feature of a free medical staff, ambulance and medicines at the expense of this enterprising firm, has been in operation since the opening day, with gratifying success. A large number of patients have already been treated by the corps of physicians, one of whom is always in attendance. In addition to the conveniences for treating cases of indisposition, their booth is so arranged as to show to the best advantage a full line of the effervescent granules for which this firm has gained an enviable reputation.

# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded 1871

Vol. XXXI. No. 9.  
Whole No. 386.

NEW YORK AND CHICAGO, NOVEMBER 10, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**  
64-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 441 Randolph Street.  
ROMAINE PIERSON, . . . . . Manager.

**SUBSCRIPTION PRICE:**  
Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL Record is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 64-68 West Broadway, New York, and all remittances made payable to them.

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ONCE more with the advent of the perennial pumpkin, the seasonable sausage and the autumnal chitling the telephone trouble bobs up serenely in Chicago. Why is it that Chicago has so much trouble with the telephone? It would be a base calumny such as the *Sun* alone would utter, to intimate that Chicagoans are so fond of "talking through their hats" that the telephone is a serious matter to them. Besides being calumnious the charge is illogical, for a hat is not a telephone, though it might be argued by analogy that a person addicted to such conversation would, probably, be a prey to the telephone habit. This, however, is a matter for discussion by students of social science. What is of immediate interest to our readers is that an agitation is being waged against the slot telephones. But are the druggists' interests not in the direction of the introduction of the slot telephone? We think that in ninety-nine cases out of a hundred they are, and would be pleased to hear from those of our readers who have had experience with both the slot telephone and the ordinary machine.

WITH a view to keeping our readers well informed on all remedies which they are at all likely to be asked about, we publish promptly notices of the introduction of all those remedies, whether of domestic or foreign origin, which appear to be capable of being treated in a purely scientific manner. We do not make mention of preparations which are so vaguely described by the introducers as to convey the impression that there is something secret either about their composition or their method of manufacture. Even with this restriction, the list of new remedies grows with a most regrettable rapidity, but we feel it our duty to give early notice of these remedies so that our readers may be enabled at all times to refer to the files of the *DRUGGIST* and find therein mention of any medicament which has been introduced so recently as not to be incorporated in the dispensaries and ordinary

books of reference. How little claim some of these products of the "actien gesellschaft" class of factories really have to recognition is fully realized only when one meets in the pages of the pharmaceutical press of Germany the scientific presentation of the therapeutics of some specialty of American origin, whose shady reputation happens to be but too well known to us. It must be borne in mind, therefore, that we merely chronicle the advent of these new remedies of the "methyoxy" variety, but that in so doing we by no means endorse them.

## REGISTERED MILITARY PHARMACISTS.

A SENSATIONAL expose has been made of the fact that the pharmacist of Sailors' Snug Harbor, a home for disabled seamen, located on Staten Island, has dispensed drugs in that institution for nearly sixteen years without having been licensed, as required by the laws of New York State. Since the agitation begun, Mr. Jeffers, the druggist in question, has been licensed by the State Board of Pharmacy, though, according to the *New York Herald*, the question of where, how and when he got the license is to be investigated by the New York City Board of Pharmacy. This will be looked upon as a new role for that Board to play, and will possibly tend to widen the breach already existing between the city and State Board. This is not the only official pharmacist being stirred up on the question of registration, as the pharmacists in the military service of Massachusetts have recently been investigated, and the question of their registration by the Board taken up.

One of the arguments advanced for the employment of duly qualified persons as military pharmacists in the United States Army was that whenever hospital stewards who were not qualified pharmacists dispensed medicines for the wives and children of officers and soldiers, as they do, they were thereby violating the laws of the respective States in which they hap-

pened to be stationed. The same criticism lies as regards pharmacists in the Marine Hospital service, and it is to be hoped that official action will be taken by the authorities, both in the army and the Marine Hospital service, to insure a compliance with the pharmacy laws.

### SUBSTITUTION BY DEPARTMENT STORES.

EVERY available bill-board in Chicago bears the statement "A. M. Rothchild Co. are selling a spurious brand of Canadian Club Whisky after being warned not to do so by us," which is signed by Hiram Walker & Sons, the proprietors of the genuine Canadian Club whisky. The A. M. Rothchild Co. conducts one of the largest department stores in Chicago, and it is said carry a larger stock of drugs and medicines than any retail drug store. If this concern is so flagrant a substitutor in one line of proprietary goods, it is reasonable to suppose that they will substitute in all. It is this class of trade which many proprietors have fostered in preference to the drug trade, and it is the sins of these people which are being visited upon the retail druggist. Walker & Sons are not the only proprietors who have found this out and many more proprietors will no doubt soon learn the true status of the facts in the case and profit thereby.

### BETWIXT THE UPPER AND THE NETHER MILLSTONES.

THE retail druggists of this city have surely fallen on evil days. It is not so very long since they had practically a monopoly of the sale of fine toilet goods, the articles which are generally known as druggists' sundries, but the gigantic development of the dry goods and department stores has practically wiped out this source of income. It is a hopeless task to attempt to meet the prices of the department stores, and so this branch of the business has dwindled to the smallest proportions, in some pharmacies remaining little more than a tradition. That is one of the millstones which is grinding the life and soul of the New York druggist. The other is the operations of the representatives in this country of a great German chemical house. After starting out as a wholesale distributor of fine chemicals, this firm has successfully developed its field of business until it is now engaged in the work of dealing directly with the consumer, and both pharmacists and physicians are beginning to feel the effect of this direct competition in a way that is calculated to make them bitter enemies of this too enterprising house. The practice of the physician is interfered with by direct ad-

vertisements to laymen regarding the treatment of disease. The business of the pharmacist is broken up by direct appeals to physicians for their prescription trade, accompanied, in most instances, with the present of some instrument of use to the physician, which is generally sold by the pharmacist. An instance is the distribution of clinical thermometers bearing an advertisement of the prescription department of this great foreign chemical house.

The condition of the retail pharmacists in New York is, indeed, a serious one, and unless measures of relief are forthcoming soon, we shall look for a diminution in the number of retail pharmacies as a result of this unjust form of competition. We are aware that considerable uneasiness already prevails among the bulk of the pharmacists of the Greater New York, and it is not improbable that a general meeting will be held to discuss the new evil.

### LEGITIMATE VS. ILLEGITIMATE SIDE LINES.

IN a paper in another column of this number the need of exercising proper care in the selection of side lines for sale by the druggist is pointed out in a clear and interesting manner. The tendency to extend this branch of the apothecary's business has become quite marked of late, and where at one time the sale of seeds and bulbs marked the limit of the druggists' excursion into fields of agriculture, he now combines the business of the hardware man in catering to farmers; and farming implements occasionally form part of the stock in trade of the country druggist. With no knowledge of the articles he handles, beyond what is set forth on the labels, the enterprise often proves a failure, and as Mr. Hostely points out, the druggist foolishly cries anathema against all side lines, and "incidentally grieves the loss of a patron or two from the other side of the store."

The point we wish to make is that the number of legitimate side lines is ample enough to prevent the necessity of extending the business to articles which are properly handled by hardware men and merchants of their class. The ethics of the trade should be considered.

Among the truly legitimate side lines which can be pushed to advantage by druggists, without at the same time lowering their professional dignity, we think photographic materials stand first. The chemistry of photography should be a study of the highest interest to pharmacists; certainly none is better qualified to aid and instruct the amateur photographer than the pharmacist with his knowledge of chemistry. We know of a number of druggists who make a profit-

able business out of the sale of plates, films and developing and toning solutions, to amateurs, to say nothing whatever of the income derived from the sale of cameras and tripods. Druggists who wish to cultivate a trade in photographic materials should be well versed in the art of photography themselves, and a dark-room for the convenience of their patrons stands first among the necessities of a properly equipped photographic supply department. The article by the editor of *Anthony's Photographic Bulletin*, which we publish on another page, will be interesting in connection with the subject of photographic materials as a druggist's side line. It indicates the availability of this line of goods as a profit-maker for the retail druggist, and is deserving of a careful perusal.

THE importance of accuracy in clinical thermometers is too little appreciated, as is the fact that inaccuracy is the rule rather than the exception in these goods. The errors, moreover, are not as a rule uniform throughout the scale, and are hence very difficult to make allowance for. A thermometer that registers correctly at 100 degrees and 105 degrees may be one-fifth out of the way at 102 degrees and two-fifths out at 103 degrees. Hence the necessity of purchasing only such thermometers as are accompanied by a guarantee from some thoroughly reliable source. Since such thermometers are relatively very expensive, however, the druggist himself might possibly test a number of the cheaper thermometers, and give his own certificate with those which show the most accurate results. For thermometers bearing his own certificate he could readily obtain a slight advance in price, which would be ample recompense for the time devoted to the work.

### Better than Any Other.

I like the AMERICAN DRUGGIST better than any drug journal I have ever taken.

BERT M. BARKER.

Monticello, Minn., Oct. 19, 1897.

### All O. K.

The AMERICAN DRUGGIST suits us all O. K. in every particular.

BEAR & SHIELDS.

Decatur, Ill.

### The Best He Reads.

"The whole journal from front to back," says Jas. McPherson, druggist, of Jonesboro, Ind., speaking of the AMERICAN DRUGGIST, "is the best I ever read."

### Pleased with It.

I am very well pleased with the AMERICAN DRUGGIST and consider it one of the best on my list.

DAVID WALKER.

Kansas City, Mo.



(Written for the American Druggist.)

**HANDLING PHOTO-GRAPHIC SUPPLIES.**By W. I. SCANDLIN,  
Editor "Photographic Bulletin."

In these days of close competition, low prices and constant struggle to bring the balance on the right side of the ledger, every wide-awake druggist is looking for such new lines of goods as will appeal to the buying public, and furnish him with a reasonable profit on their handling and sale.

A field which is being worked by some of the more progressive men, and which may be put to profitable use by a much larger number of druggists, particularly in the smaller cities and towns, is that which embraces the handling of photographic supplies, the development and printing of negatives, and the thousand and one details of the art which is now being practiced by so many, and the growth of which is steadily increasing.

Many pharmacists have already discovered this opening and are putting in a stock of cameras and the chemicals necessary for the use of the amateur photographer and the beginner, in the development of his plates and the printing, toning and mounting of his pictures. In every case of this kind that has come to our notice, the experiment has been found to be wholly successful; and why should it not be? The amount invested in carrying a stock of these goods is not large; cameras doing good work being on the market at selling prices ranging from \$4 upward.

That the field for their sale is large may be demonstrated by any wide-awake proprietor who is in touch with his trade by noting among his customers the large number who are interested in photography, and where there is one already using a camera, there are many who only await the opportunity to take it up for themselves.

**Display of Goods.**

Part of a window or a show-case in the store, if filled with photographic goods, will make a very showy display, and will tend to attract trade of itself, and such a side line will be found to come naturally within the scope of the business of the druggist, no matter where he may be located or to what particular class of trade he may cater. Nor must it be supposed that any great amount of special training is necessary to an intelligent exposition of these goods, for with all the smaller outfits that are put up, the manufacturers supply full and explicit directions for use, so that all the druggist would require would be a general acquaintance with the special features of the different kinds of apparatus, and the special advantages to be found in each. In this connection, too, it is more than likely that one or more of the clerks or assistants about the store will be found to possess a considerable practical knowledge of photography which could be put to immediate use.

**Photography within the Scope of the Drug Business.**

That photography comes naturally within the scope of the druggist's business will readily be seen when it is remembered that the first cost of the camera is inconsiderable when compared with the amount that is involved in the purchase of chemicals and supplies for

developing negatives, toning, fixing and mounting the prints and the subsequent operations which are part of every amateur's equipment.

Those who have followed the fascinating art know how enthusiastic its devotees become, and with what eager interest they watch for new goods, improved methods of working, novelties in the way of printing papers, mounts or albums, or appliances for this or that part of their work. In many cases, being far removed from the regular photographic stock houses, it is not easy for them to keep in touch with the progress of the times, and the presence in their neighborhood of an establishment where they could be afforded an opportunity of seeing what was in the market, would not only induce many purchasers, but would do much to put the dispenser of these goods in closer touch with a class of buyers who would be of material assistance in building up his sales in other lines of stock as well.

Having thus given a general review of the field, I will, in later articles, give practical suggestions as to the amount of money which should be invested, how this should be apportioned and how the druggist can best introduce this specialty into his business.

(Written for the American Druggist.)

**EXTREMES IN SIDE LINES.**By JOSEPH F. HOSTELLY,  
Collingdale, Pa.

"The side line of late years has been carried beyond the *Ultima Thule* of ethics. There appears to be some discrepancy in the selection of the proper place to draw the line, and incidentally, the proper line to draw. In fact, there seems to be little or no division made between the official goods of the pharmacist and the common stock of the tradesman. We find the druggist dealing in bicycles, lamps, jewelry, wall-paper, hardware, barber's supplies, books, crockery, and a dozen and one other commodities. Verily, 'where will it stop?'"

This is the purport of the sayings of several merchants interviewed recently. They were not druggists. I have heard the latter say things similar, however. But they found no need to be dependent even a trifle on a side line, so, possibly, they don't count.

**Intelligence in Handling Side Lines.**

I see no impropriety in a druggist carrying a side line legitimately, or to use possibly a better term, intelligently. This has no reference to business methods, but rather to a knowledge of the side line itself. Many druggists are to-day dealing in goods of which they know practically little or nothing. This is to be deplored by every follower of pharmacy. If you cannot do justice to a side line, it is worse than folly to give it store room. The first justice it deserves is proper mental consideration. Herein lies the secret of many a failure. A man may be an able writer, but a poor orator. So may a druggist know nothing of hardware. But this doesn't always bar him from feigning that he does. But it should. In his zeal to make his record of receipts more noteworthy than his journal of expenditures he many times disregards the factor that has placed him in his present position—knowledge; and becomes sponsor for goods of which he has but little conception.

**Know the Goods You Handle.**

Be fearful of making this error. If your co-operating line is to be hardware, study it. The excuse, "I am a druggist. I am not supposed to know the ins and outs of the hardware business," will not do. If you deal in hardware, then it is not only drugs you should be able to talk, but also hardware. If you can't talk hardware, employ some one who can, or oust the whole line and give room to something you can talk. If you attempt to explicate the virtues of a jack-knife and make a miserable failure of it, be prepared to have your knowledge of drugs similarly estimated. Doubtless such a judgment will be far from just, but that is not the point; what you want to sedulously avoid is negative appearances, which seem to say, "No, he is not competent! See, he falters in the description of this jack-knife. Beware! His knowledge of drugs may be as limited."

**A Hint About New Stock.**

There are pessimists without number nursing vain regrets who predict disaster to the druggist so woefully ill-advised as to consider a side line, either proper or profitable. Omitting any discussion of the former claim, I can say without fear of the disapproval of the unbiased, that many side lines are profitable, particularly if they have an energetic worker with a showing of acumen to introduce them. The introduction is the mainstay. First impressions are enduring. Remember this when adding new stock; and after the public makes the acquaintance of your side line don't let them lose sight of it. Let the worker still work, and see that he maintains his original vivacity.

If you enter a side line, don't put your clerk forward as its herald; take the initiative yourself, or if it is a line that requires special understanding, engage a special man to care for it.

**Talk, but Talk Not Overmuch.**

Never force a sale, nor never lose one through a failure to try to please. Cultivate the art of saying the right thing at the right time, and above all things know of what you speak. A confirmed bachelor once said that the only time he liked to carry on a conversation with an infant was when the latter had no voice in the matter. This seems to be a sentiment of many business men. By incessant and persuasive argument that bewilders one, they induce a customer to make a purchase that they afterwards regret. By this I do not suggest that you treat a customer with icy indifference. There is a latitude. No more do you wish them to feel stifled by oppressive pleas and entreaties, than to experience a sensation of "the realms of the boreal pole."

**A Line that Failed.**

There was a druggist in a small town, not far remote from Boston, who thought it a good scheme to cater to the farmers in the environs of his town by carrying a line of small farming implements, and seeds, and bulbs, etc. Had he been anything of an agriculturist himself, the idea would have, doubtless, met favor, but as he depended solely upon labels and "bluff" the results were contrary to expectations—his expectations—and he now anathematizes side lines in general, and incidentally grieves the loss of a patron or two from the other side of the store.

### How a Department Was Killed.

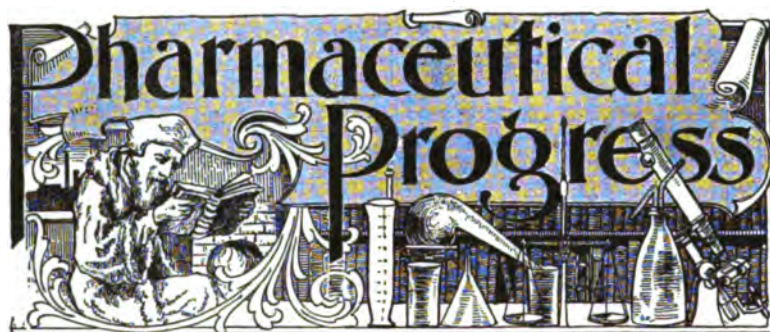
Another enterprising pharmacist, with an instinct born of progressiveness, saw the connection between the optician and himself and the existence of failing eyesight in this country, as well as in Asia. The addition of an optical department seemed but a natural sequel to the observations of this observative man. He began well. His stock was complete. A man well versed in optics was engaged to treat patients. Business was booming. Just here the optician was taken ill. The druggist, whose observative nature had frequently enabled him to pose as an assistant to his co-worker, became master during the absence of the latter. When the optician returned he was courteously informed that he might absent himself permanently. It was not long before the

optical department was conspicuous by its absence.

### Stop in Time.

It is recorded that one of our most famous wits once grievously offended an equally noted statesman by telling a satirical story of the latter in his presence. The humorist saw at the outset that he had made a blunder, but concluded—no therein lay the difficulty, he didn't conclude, but continued. So it has been with many a devotee of the side line; they have begun wrong and failed to rectify their error when it was discovered to them, with the result that in a business sense they and their neighbors do not speak.

These tales all carry a moral. Contrary to conventional rules, we had the moral first, then the tale.



**Arctopus echinatus** is an umbelliferous plant found in South Africa, and is there used in the treatment of gonorrhoea.

**Acerdol** is the name given to the product of a process patented in France and consists of the most highly oxidized product of the combination of potassium and manganese. The aqueous solution of acerdol is green in color. It is to be used for oxydation.

**Sanose** is a new albuminous dietetic preparation which contains 80 per cent of caseine and 20 per cent of albumoses. It is a white, odorless and tasteless powder which forms a milky emulsion when mixed with water. It is recommended in all disturbances of nutrition.

**Gastromyxin.**—Herites, of Prague, has placed on the market a preparation made from the mucous membrane of the stomach of the ox, which, he claims, produces pepsin when taken into the stomach and aids digestion in all forms of disease in which that function is disturbed.

**Preparation of Calcium-Carbide.**—According to Zinno (*Bullet. Chim. Farm.*) when crude calcium tartrate, or argols which precipitates on the sides of wine casks, is heated in a cast-iron retort to 500° C., a hard, gray, spongy mass is obtained, which, when mixed with water, gives off acetylene gas.

**Gonotoxin and Gonotoxic Serum.**—At last the serum industry has invaded the urethra and the fate of Chapman's mixture is sealed. Christmas, in the Institut Pasteur (*Rep. de Pharm.*, 1897, 10), has obtained through the appropriate medium of the goat a serum which prevents gonorrhoea in smaller animals and which he hopes to so perfect that it will prevent and cure the disease in man.

**Cycloin, the Alkaloid of Cyclea Pelata.**—The leaves and roots of *Cyclea pelata*, a member of the order of meriemaceae, have been recommended for use in the treatment of peritonitis. Dooräma has isolated 25 per cent of an alkaloid from the root, which has an intensely bitter taste, is uncrystallizable and in many of its properties resembles buxin.

**Captol** is a condensation product of tannin and chloral, which has been recommended in seborrhoea capitis and in various affections of the scalp in which a loss of hair is entailed. It is applied once or twice daily in 1 to 2 per cent alcoholic solution, and is also exhibited in the form of an ointment. It is also recommended as a cosmetic prophylactic wash in aqueous solution. Captol occurs as a dark-brown hygroscopic powder, slightly soluble, but readily soluble in warm water and in alcohol. It is not affected by acids, but is decomposed by alkalis with the development of a brown color. When heated with aniline and soda solution it gives intense iso-nitrit reaction. Captol solutions are colored on the addition of iron salts, but the color is discharged on the addition of acids, such as hydrochloric and oxalic.

### Accidental Poisoning by Iron, Quinine and Strychnine.

At Gainesborough, England, there was held on October 8th an inquest concerning the death of a Mrs. Burton from the effects of a little more than one scruple of citrate of iron, quinine and strychnine which had been supplied by error in lieu of citrate of iron and quinine. The error was made by the wholesaler who sent out the bottle to the retailer wrongly labeled. The coroner's jury brought in a verdict

of death by strychnine poisoning, and added a recommendation that the wholesale firm which supplied the drug should adopt a system of checking the poison and the labels, and warning them to be more careful in the future. If this closes the case, the wholesale firm may consider themselves as extremely fortunate. In the United States a damage suit would surely follow.

### Borax and Myrrh.

The recipe for this well-known preparation, which is highly esteemed in many parts as a mouth-wash, is as follows:

Tinct. of myrrh .....	10	ozs.
Tinct. of pellitory .....	1	oz.
Tinct. krameria .....	1	oz.
Tinct. orange .....	1	oz.
Tinct. lavender comp. ....	1	oz.
Cologne water .....	5	ozs.
Glycerite of borax .....	2 1/2	ozs.
Glycerine .....	2 1/2	ozs.

### Petroleum Emulsion with Hypophosphites of Lime and Soda.

Petrolatum .....	6	ozs.
Gum acacia, powdered .....	3	ozs.
Glycerin .....	2 1/2	ozs.
Sodium hypophosphite .....	160	grs.
Calcium hypophosphite .....	160	grs.
Sweet almond oil .....	8	mins.
Water .....	20	ozs.

Thoroughly mix the petrolatum, powder, gum, glycerin, and 10 ounces of water together in a mortar till emulsified. Then mix with the remainder of the water, in which the hypophosphites have been dissolved.

### Etching Fluid.

The fluid used for etching glass tumblers is made as follows:

Sodium fluoride .....	1	oz.
Glacial acetic acid .....	10	drs.
Water .....	25	ozs.

Dissolve the sodium fluoride in water, and add the acetic acid.

The article to be etched is first coated with etching varnish, which is scratched off where a pattern is desired, and then immersed in the solution. The fluid is sometimes applied by means of a rubber stamp.

### For Inflamed Eyelids.

The following has been recommended by Darier:

Ichthyol .....	1
Powdered starch .....	10
Zinc oxide .....	10
Petrolatum .....	60

In some cases it is necessary to occasionally apply a solution of silver nitrate.

### The Influence of Drugs Upon the Secretion of Bile.

Dr. Franz Pfaff has reported at length the experiments made by himself upon a woman, aged thirty-eight, who after an operation acquired a biliary fistula. The investigations, contrary to accepted ideas, go to prove that no drugs have any influence upon the secretion of bile. The only substance that had a marked effect upon the secretion was the woman's own bile inspissated and made into pills. The injection of these pills increased the flow of bile from about 500 Cc. in twenty-four hours to 700 Cc. When the bile was no longer administered, the quantity of bile secreted decreased to 449 Cc. Calomel and corrosive sublimate had no effect. Salol caused a very slight increase.

## SOME MEDICINES OF THE CREE INDIANS OF THE NORTH.\*

By C. FLEXON,  
Winnipeg, Man.

At a late hour during the close of last week, a most interesting gentleman, a stranger to me, hearing that I had been appointed a delegate at this meeting, called to see if a brief record of his experience among the Swampee Indians of the North, with whom he had lived for six years, would be acceptable to me. I thanked Mr. Strath—for such is his name—and he thereupon furnished the following particulars of some of the drugs prescribed by him in his capacity of medical officer at Norway House, about 400 miles due north of Winnipeg. The conversation which I had with him was unfortunately but too short, as it was extremely fascinating. He has evidently been a close observer of those people. Apart from speaking their language fluently, I should say a pretty accurate knowledge has been gained by him of the strength and the weakness of the Cree mind. As a student of Greek and Hebrew, he has a remarkably high opinion of the Cree language. For beauty and perfection, he says, it cannot be surpassed, and to hear him talk of the poetry and eloquence of some of the native sermons which he has heard, has somewhat destroyed my confidence in the language in which we are conversing on this occasion and which we are conceited enough to suppose to be the best in the world.

### Diseases Common to Indians.

A large number of the diseases common among the white people are just as common among the Indians, and while many of the drugs used by them are well known to us, the manner of using them is certainly different. In the treatment of worms, for instance, male shield fern, the *Aspidium* of the U. S. Pharmacopoeia; *Filix Mas*, of the Ph. Br., is given as a strong infusion, combined with senna and wild indigo. The latter article, by the way, is used as an antiseptic, and has excellent drying properties in the treatment of *eczema humidum*, or "weeping eczema." One of the commonest drugs with them, and which is to be seen hanging up to dry in every wigwam or tepee, is the *wakas* or sweet flag—the *calamus* of the Pharmacopoeia. It is considered a specific in all throat troubles, with the exception of diphtheria, which is unknown to them. In cases of pharyngitis and tonsillitis it is used externally and internally. The rhizome is chewed and the saliva allowed to wash the throat. Poultices are made by mixing the powder with boiling water. It is a curious fact that the Indians are not only ignorant of gargles, but of the act of gargling, and Mr. Strath has been amused time and again in his efforts to get a Cree to gargle. This drug is carried about by the natives in the winter time as a tonic, and is chewed because of its stimulating properties by the Indians as tobacco is chewed by the white—or should we say more correctly by the civilized man? Most of their medicines are in the form of infusions. Very little is known about the salts, and it was with the greatest diffi-

culty that the officer could persuade a patient to take Epsom salts, in consequence of a deep-rooted suspicion that the magnesium sulphate will produce inflammation of the bowels. Pills, no matter how strong, are swallowed *ad libitum*. *Podophyllum peltatum*, or mandrake, is taken in doses of 20 grains. *Carui fructus*, or the common caraway, is indigenous to this country, and is the common remedy for colic, a complaint perhaps more frequent and more stubborn than with us.

### Blue Cohosh, an Abortifacient.

Another indigenous plant and one which grows in that latitude in great profusion is the caulophyllum, or the blue cohosh, also known by the name of pappoose root, squaw root or blueberry root. It is used very largely in obstetrics and all female complaints. In doses of 30 to 60 grains, the powdered rhizome is given to produce abortion; but the Crees have a powder which they mix with the cohosh, and when thus administered Mr. Strath has known more than one instance where a three-months foetus has been expelled from uterus without ensuing danger to the mother. He even goes so far as to say that abortion procured in this manner precludes all possibility of future conception. This powder they never allowed Mr. Strath to see, and in spite of his offer of \$50 for a small sample, the secret has been kept profoundly sacred. Menstruation at the age of eleven years is the rule, and he considers it a remarkable fact in a cold country, where the thermometer often registers 50 degrees below zero.

### Drugs Commonly Used.

Ladies' slipper, the *cyripedium* of the Pharmacopoeia, imported from the tribes to the south, is chiefly used in rheumatism in very large doses. It is also used in the treatment of epilepsy; but this disease is of rare occurrence.

As an aromatic stimulant hedeoma, or pennyroyal, is as much used by the Cree women, and in a similar manner, as by our own people.

*Plantago*, or plantain, is used commonly as a hemostatic, and is chewed by the doctor and applied as a paste to the bleeding surface. This drug is also their remedy for toothache. It is not put in the aching tooth, but is swallowed. Some of you will be surprised to hear that the Indians suffer very much from their teeth, and that my informant has practiced a great deal of dentistry during his residence with them.

Juniper is used in three forms. The berries are stewed and eaten as a diuretic. The leaves are dried and dusted over indolent sores, healing them with wonderful rapidity, and the root infused is administered in cases of gravel. Though Bright's disease is rare, gravel is very common, and most of the old men die of it. *Hydrangea* is used with juniper and with great success.

Spearmint, sarsaparilla and dandelion are taken for the same complaints as we ourselves take them.

Hemlock spruce is much thought of. The inner bark of the tree, freshly peeled, is mixed with equal parts of poplar and black birch to make a decoction. In the process of boiling, an oil is taken from the surface. This oil is mixed in the proportion of two drams to a quart of water, which quantity is drunk in the course of two or three days, as an abortive medicine.

### The Indian's Nursery Powder.

We must no longer pride ourselves on the nursery toilette powders which we present to our customers in such a variety of charming packages. To the Indian, whose untutored mind, as Pope says, sees God in clouds and hears him in the wind, must we go for the most agreeable and most absorbent article of the kind yet introduced, a sample of which I have with me. It is nothing but the rotten interior of the hemlock spruce, lacking, perhaps, the extreme fineness which could only be obtained by modern methods and machinery.

We now come to willow bark, which is used as a hemostatic in the form of infusion. It is the belief of the Indian that bleeding should be arrested at once. He has an awful fear of death from loss of blood, and an Indian has been seen to faint whilst watching another having his finger amputated.

Regarding salicin, "the important constituent of willow bark," the Cree is incredulous as to its source. He cannot understand how a white powder can be made from a bark, and it is entirely without faith that he is occasionally induced to take this remedy or the salicylates for rheumatism.

### Strong Remedies for Fever.

The belief that fever can only be cured by vomiting it up has a strong hold on the Cree mind and he, therefore, swallows the strongest remedies by taking what we would consider more than a maximum dose of *veratrum viride*, or the green hellebore of the Pharmacopoeia; but this powerful drug has another use, the story of which will, to say the least, be news to some of the gentlemen present. The rootlets and the rhizome are powdered between two stones, and as such is taken as a snuff to reduce hernia. The *modus operandi* is thus: The patient, naked, of course, is elevated to a horizontal position. He then takes a good pinch of the snuff and during the violent sneezing which follows a companion standing ready at the side plunges back the rupture with his fist, and if it is not a case of strangulation, the treatment is sufficient. To undo matters, so to speak, the patient is advised to eat all the pork he can. Mr. Strath is of the opinion that hernia is common with the tribe in consequence of the abundance of grease consumed by them, and he ventures to say that eight out of ten Crees are ruptured.

Skin diseases of all kinds are there, and are treated with an ointment made of equal quantities of gunpowder and lard.

Sturgeon oil is used in place of cod liver oil and is clarified till it becomes the color of tincture of capsicum. In one ounce doses, which are considered large, it acts as a cathartic.

An infusion of wild raspberry leaves combined with willow bark is an excellent remedy for cholera infantum, if promptly administered, but there are a great many deaths from diarrhoea. In that latitude, and in all degrees north of 54, a very large raspberry grows which is called the "headberry" by the Indians; its botanical name is *rubus arcticus*. The berry is found at the head of the stem, two feet in height.

### A Feature of Indian Superstition.

Rumex, or yellow dock, is well-known and used extensively as a laxative and for poultices. In any critical case of illness,

\* Presented to the scientific section of the American Pharmaceutical Association.

the medicine man of the tribe is called in and is required to say whether or not the patient will recover. This skillful fakir has a powder resembling powdered rhubarb in appearance. This he places on the surface of a saucerful of water. The powder in a moment or two spreads out into rays either to the east or the west. If to the former point of the compass, the victim will die; if to the latter, which invariably happens, recovery is promised. It is quite likely that a promise of such a nature materially helps the patient by buoying him up, and by inspiring him with hope. So much for one feature of Indian superstition.

#### Indian Revenge.

Indian revenge, or rather that of the Northern Cree in particular, is, if true, of the most shocking character. It is said if a Cree wishes to punish another severely, he does it by disfiguring him for life, by introducing an almost tasteless compound into his tea or tobacco—generally into his tea, which he drinks strong and in great quantities. This vile compound is made up of twenty-seven vegetable and animal drugs. The victim feels no ill effects at the time of taking it, but in the course of two or three months the skin begins to peel, a rash breaks out and spreads over the entire body. Subsequently the skin gradually darkens to black, and on the exposed parts the hair grows so thickly as to give the unhappy Indian the appearance of a baboon. He never recovers. There is no romance about this, I am assured, for there are at least half a dozen cases of the kind to be found in the country at this day.

The most fatal poison is the wild carrot. These Indians have a fashion of boasting among themselves of their ability of poisoning enemies at various distances. Just imagine an Indian polishing off an enemy at a distance of five miles by a wild carrot?

#### Commercial Possibilities of the Camphor Tree in America.

[Concluded from page 241.]

The soil of the seed bed should be a good, sandy loam, mixed with about one-third leaf mould. The seed bed should be kept moist, but not too wet, and should be shaded from the direct rays of the sun if the weather is warm. The best soil temperature for germinating camphor seeds is from 70° to 75° F. The temperature of the atmosphere may be 10 degrees higher. The seedlings will grow well at higher temperatures, but are likely to lack vigor and hardiness.

The seedlings may be grown in pots, which will facilitate transplanting at any time, or they may be transplanted in nursery rows early in April when one year old. Plants two years old are generally regarded as best for final planting. At this age they vary from 20 to 40 inches in height.

#### Planting and Cultivation.

When set out for ornamental purposes the camphor tree may be expected to grow, in favorable situations, about as rapidly as the *Le Conte* pear, and to require about as much room. In Japan, where the law requires that a new tree shall be set out for every one cut, they are not generally set in straight orchard rows, but cultivation there is performed almost exclusively by hand labor. There are

no records showing results of regular orchard planting, hence the distances at which trees should be planted must be determined by the size and form of the trees and the methods of cultivation, and of procuring the gum. They may be set closely in rows about ten feet apart, and alternate rows cut and reset every five years, thus producing bush-like plants of ten years' growth. They may be planted in checks ten feet square, and alternate trees cut every ten or twelve years, or they may be planted in larger checks, and all of the trees be cut at the age of fifteen or twenty years.

There are not sufficient data obtainable upon which to base definite statements as to the best methods of planting or the age at which the trees may be cut with greatest profit for the production of gum. A recent English consular report from Japan states that "although hitherto the youngest wood from which camphor was extracted was about seventy to eighty years old, it is expected that under the present scientific management the trees will give equally good results after twenty-five or thirty years." Camphor of good quality has been produced in Florida from the leaves and twigs of

The Tariff Act approved July 27, 1897, imposes a duty of 6 cents per pound on refined camphor and leaves crude camphor on the free list, as heretofore. There has been

#### An Increase in Importations of Refined Camphor,

due to improved methods of refining and packing in Japan and to changes in the tariff; but this increase has been much more than counterbalanced by the decrease in importations of crude camphor.

The decrease may be attributed to the following causes: (1) The exhaustion of the supply of the available camphor trees near the shipping ports; (2) the governmental restrictions on the trade in camphor in Formosa; (3) government taxes on the exportation of camphor from Formosa; (4) hostilities and wanton destruction of camphor stills by the natives of Formosa; (5) disturbances in the camphor-producing district of China; (6) the China-Japan war; (7) attempts by speculators to corner the market.

These causes have increased the price of camphor, and this in turn has led to

IMPORTS, VALUES AND APPROXIMATE VALUES PER POUND OF CAMPHOR FOR YEARS ENDED JUNE 30, 1887-1896, AND FOR NINE MONTHS ENDED MARCH 31, 1897.

CRUDE CAMPHOR—DUTY FREE.				REFINED CAMPHOR—DUTYABLE.			
Years.	Quantities.	Values.	Value per pound.	Quantities.	Values.	Value per pound.	Rates of Duty.
	Pounds.			Pounds.			Per lb.
1887	2,873,184	\$352,861.00	\$0.12	307	\$45.00	\$0.15	5 cents.
1888	2,779,719	304,490.00	.11	61	7.77	.18	do
1889	1,974,500	230,031.44	.15	72	10.50	.15	do
1890	2,081,870	421,385.00	.20	87	37.75	.43	do
1891	1,696,074	498,025.00	.28	63	21.23	.33	4 cents.
1892	1,955,787	447,034.00	.23	58,830	17,361.00	.31	do
1893	1,723,425	446,548.00	.26	159,891	51,229.83	.33	do
1894	1,823,932	399,407.00	.22	187,862	44,233.00	.23	do
1895	1,509,718	284,958.00	.19	271,164	83,352.00	.31	(*)
1896	943,205	328,457.00	.35	158,912	68,785.00	.45	(*)
For 9 months, March 31, 1897 (latest reports obtainable.)	855,384	307,137.77	.24	155,027	52,811.00	.34	(*)

\* Ten per cent ad valorem.

trees less than twenty years old, one pound of crude gum being obtained from seventy-seven pounds of leaves and twigs.

#### Pruning.

The trees will endure severe pruning with little apparent injury. One-third of the leaves and young shoots may be removed at one time without materially checking the growth of the tree. The largest proportion of camphor is contained in the older, larger roots; the trunk, limbs, twigs and leaves containing successively a decreasing proportion. When the camphor tree is killed nearly to the ground by frost it sends up vigorous shoots from the base. It may be expected to do the same when cut, especially if cut late in the fall. Experiments are needed to determine whether this growth may be depended upon, or whether it will be more profitable to dig out the larger roots and set out new seedlings.

#### Outlook for Future Market.

The consumption of camphor in this country, as measured by the importations, has been decreasing during the past ten years, while the price has been increasing, as indicated by the above table.

the introduction of substitutes. Menthol and other peppermint derivatives or compounds, carbolic acid and its derivatives, naphthalin, formalin and insect powder are now used for various purposes where camphor was formerly employed. Camphor has been manufactured artificially at a cost leaving a margin of profit at present prices. It is, therefore, apparent that if the production of camphor from the trees is to be carried on with profit in this country, and the industry increased to any considerable extent, the price of camphor must be reduced to compete with the prices of substitutes now taking its place.

#### Camphor from Other Sources.

Camphor has been obtained from several other plants not at all related to the ordinary camphor tree; but only two kinds, Borneo camphor and *Blumea camphora*, are of any importance commercially.

Borneo camphor is obtained from the camphor tree of Borneo and Sumatra, *Dryobalanops aromatica*. It is deposited in clefts and hollows in the wood, and has simply to be taken out. This camphor is comparatively rare, and the supply is consumed almost exclusively in China, where it is valued at from thirty to ninety times as much as ordinary camphor.



Blumea camphor is obtained by distillation from *Blumea balsamifera*, a shrub growing in Burmah and the Malay Peninsula. This is usually refined in Canton, whence about 10,000 pounds are exported annually. The source of this supply is abundant, and, as the industry develops, it is likely to enter more into competition with ordinary camphor. Neither of these plants can be grown in the United States, except possibly in Southern Florida, without protection against cold.

### Adulterated Oil of Star-Anise.\*

By JOHN C. UMNEY, F.C.S.

Star-anise and cassia oils are the most important essential oils exported from China. While impure cassia oil has been the subject of much adverse criticism in trade journals, star-anise oil (from *Illicium anisatum*), in so far as adulteration is concerned, has not been commented upon, although anise oil from aniseeds (*Pimpinella Anisum*) has been stated to have been met with containing fennel oil.

It will be remembered that in the sophistication of cassia oil colophony is used, such resin being freely soluble in the essential oil, the admixture being practically unnoticeable, and the presence of the adulterant being determined by the high residue after distillation and low percentage of cinnamic aldehyde.

So frequent was this form of adulteration, and so constant were the wranglings between importers and buyers over the purity of this oil, that three-fourths of the cassia oil now sold in London, whether at public auction or by private contract, is sold according to its content of cinnamic aldehyde.

Star-anise oil, as it reaches the port of London, has been fairly uniform in character; for this, amongst other reasons, it is, therefore, highly desirable that attention should be promptly called to any departure from this rule, especially when in a fraudulent direction.

A recent import of star-anise oil of about 600 pounds (nine cases) was found to be so varied in character that an arbitration upon its merits followed, and the brokers into whose hands a decision upon the matter was placed, had no difficulty in concluding that one part of the consignment was different from the other, and might consequently be adulterated. Accordingly, I received instructions to examine and report upon samples drawn from each of the nine cases of this oil, with the following results:

Pure Samples.			Adulterated Samples.		
No.	Specific Gravity at 15° C. †	Melting-point after Solidification.	No.	Specific Gravity at 15° C.	Melting-point after Solidification.
1	.981	15.8° C.	5	.984	5.7° C.
2	.981	16.0° C.	6	.986	9.7° C.
3	.981	16.0° C.	7	.939	11.5° C.
4	.983	16.2° C.	8	.920	8.8° C.
			9	.910	7.8° C.

It was obvious from these characters that the five samples, Nos. 5, 6, 7, 8, and 9, possessed features quite different from those of Nos. 1, 2, 3, and 4, which had all the characters of genuine star-anise oil.

\* *Chemist and Druggist.*

† The specific gravities are recorded at 15° C. as they are easily taken at that temperature, owing to the oil being readily cooled below its normal solidifying point.

Attempts were made to separate the abnormal constituent by means of alcohol of various strengths, but with only partial success. A considerable quantity of the oil, therefore, was treated with strong sulphuric acid, and the residue separated and washed. It was found to consist of a light hydrocarbon (petroleum) oil of specific gravity .835 at 15° C., the oil being by no means highly purified, but possessed of a disagreeable odor, which was slightly noticeable in the five adulterated samples.

The proportion of petroleum present varied in the different cases, and by calculation appeared to be approximately as under:

### PROBABLE DEGREE OF ADULTERATION.

No. 5	58 per cent.
" 6	37 "
" 7	36 "
" 8	41 "
" 9	47 "

The recent advance in the price of star-anise oil and the active demand for this oil at this season of the year, together with the large quantities sold for delivery during the last months of the year, render it necessary that importers should be on their guard against this clumsy sophistication on the part of the Chinese.

Genuine star-anise oil should have a specific gravity of not less than .980 at 15° C., and should melt, after solidification, at a temperature not lower than 15° C.

### Calomel and Acids.

Ever since calomel was introduced into therapeutics classic authors have drawn attention to the minute precautions that its use requires if one wishes to avoid serious results. It is well-known that this substance is unstable. Chemistry teaches that it is easily decomposed upon contact with salts and acids, and is transformed into corrosive sublimate. There are authors who will not admit the truth of this idea. They hold that the cases of poisoning observed are due to idiosyncrasies; others assure us that they never found sublimate in the digestive tract; others, again, have a theory of intoxication, and think that the accidents arise from a reaction between calomel and albumin. The dangers that this drug presents cannot be contested, as the experiments of Ottolenghi prove. This author has given calomel in therapeutical doses to dogs and compelled them to drink salts and acids. The animals always presented symptoms of intoxication, which appeared with more rapidity and severity than if the calomel had been taken alone. In these experiments the symptoms were not the same as those observed after the ingestion of corrosive sublimate. Ottolenghi affirms that, contrary to the current opinion, calomel is not decomposed in the stomach; in fact, if we place calomel in solutions of salts or acids, no phenomenon will appear if the temperature is no higher than that of the body, 37° C. That which does not take place in the laboratory does not take place in the stomach in those cases to which we refer. The exaggeration of the toxic effect of calomel after the ingestion of salts or acids arises from the fact that its combination with albuminoid substances contained in the stomach will be facilitated and will yield products much more soluble, so that calomel, which is normally absorbed in very small quantities,

will pass in much larger amounts into circulation, thus provoking signs of grave intoxication.

### Anaesthesia in Normal Labor.

At the sixth congress of Russian physicians, Dr. Bakoemsky related his experience with fifty-three women, with normal labor, to whom he administered anaesthetics. To forty-five he gave ether, and to eight chloroform. The investigations carried on partly by the aid of the tokodynamometer, and partly by other instruments of precision, showed that during the administration of ether the pulse and the respiration remained almost the same, and the contractile force of the uterus was increased; the duration of labor was shorter; in no instance was there albumin in the urine; the involution of the uterus seemed to progress more rapidly; in the new-born icterus was more rare, they lost less in weight during the first week. The experience with chloroform was not quite so favorable, as it somewhat slows the progress of labor. In conclusion, the author says that in ether we possess an ideal remedy to abolish the suffering in labor, and we should employ it much more frequently than we do. He is surprised that this view is making such slow headway among physicians.

### Treatment of Uncontrollable Vomiting.

The *Journal des Practiciens* recommends the following treatment:

Menthol	2 grs.
Hydrochlorate of Cocaine	4 grs.
Alcohol	2 ozs.
Syrup	1 oz.

A small teaspoonful every half-hour until several doses are taken.

The following may also be used in case of the vomiting of tuberculosis:

Menthol	4 grs.
Syrup	5 ozs.

Shake well before using and give from two to three teaspoonfuls at short intervals after each meal.

According to Ferrand, in some cases of spasmodic vomiting it is useful to apply the following solution to the pharyngeal wall by means of a cotton compress:

Bromide of Potassium	75 grs.
Glycerin	2 ozs.

Such an application should be made after each meal to diminish the sensibility of the pharynx.

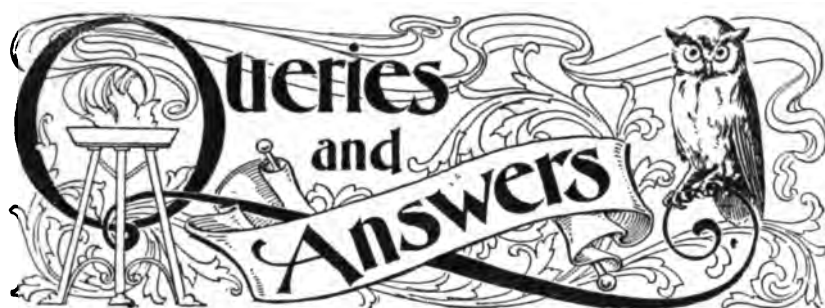
### Up-to-Date.

The AMERICAN DRUGGIST is, in my opinion, one of the best drug journals published. It is the best of several that are taken here. It seems to be the most up-to-date in price-lists and new remedies.

GEO. SIERT.

Blair, Neb., October 18th.

If the physicians carry around with them granules, tablet triturates, etc., and dispense them to their patients, they should not complain about "counter-prescribing." What with the semi-proprietaries and the physicians who prescribe them, the druggist seems to be "between the devil and the deep sea."—C. E. Corcoran.



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect.*

*When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**The "Converse Cure" for Epilepsy.**—J. L. W. asks for the formula for "The Converse Cure for Epilepsy" made by the Converse Treatment Institute, of Mt. Vernon, O. We hear of the "cure" now for the first time, and have no information bearing on it.

**Difficult Suppository Mass.**—One of our subscribers has been asked to prepare a suppository from the subjoined recipe:

Ichthyol ..... 1 dr.  
Lead carbonate ..... 100 grs.  
Ext. belladonna ..... 20 grs.  
Fluid hydragris (yellow) ..... 100 grs.

M. Ft. vaginal suppositories. No. XX.

He has tried every known method of making a uniform suppository with these ingredients, but has failed, and asks us to indicate a good working formula.

Suppositories of this class, containing so much liquid matter, are best prepared with gelatin as the basis, instead of cacao butter. At the New York Hospital a stock mass is always kept on hand, which is dispensed as a glycerin suppository when the U. S. P. article is called for. The mass has this composition:

Gelatin ..... 800 grs.  
Glycerin ..... 2,400 grs.  
Water, enough to soften the gelatin.

Mix and heat upon a water bath until the excess of water is driven off.

To make a presentable suppository from the formula quoted, proceed as follows:

To the gelatin mass made according to the above formula, and while still warm and liquid, add the lead carbonate, previously rubbed smooth with water; make a smooth paste of the extract of belladonna, by the addition of the fluid hydragris, and incorporate it with the gelatin mass, and, lastly, add the ichthyol. After mixing thoroughly, cast in oiled and thoroughly chilled metal molds.

The formula will then read:

Gelatin ..... 800 grs.  
Glycerin ..... 2,400 grs.  
Water enough to make a mass.  
Lead carbonate ..... 100 grs.  
Extract belladonna ..... 20 grs.  
Fluid hydragris ..... 100 grs.  
Ichthyol ..... 60 grs.

M. Ft. vaginal suppos. No. XX.

The quantities of gelatin, glycerin and water may be changed to suit the size of mold employed.

An alternative method of preparing a suppository of the composition indicated is to make a mixture of the active ingredients, and pour 14 grains into the required number of hollow cacao suppositories.

**Poultry Food.**—R. W. M.—We regret our inability to quote a formula for the particular preparation indicated. There is a great similarity between the various poultry powders and "foods." The powders are popularly supposed to increase the egg-laying power of hens. We quote a few typical formulas:

Powdered egg shell or phosphate of lime ..... 4 ozs.  
Iron sulphate ..... 4 ozs.  
Powdered capsicum ..... 4 ozs.  
Powdered fenugreek ..... 2 ozs.  
Powdered black pepper ..... 1 oz.  
Silver sand ..... 2 ozs.  
Powdered lentils ..... 6 ozs.

A tablespoonful to be mixed with sufficient feed for twenty hens.

Oyster shell, ground ..... 5 ozs.  
Magnesia ..... 1 oz.  
Calcium carbonate ..... 8 ozs.  
Bone, ground ..... 1 1/2 ozs.  
Mustard bran ..... 1 1/2 ozs.  
Capsicum ..... 1 oz.

Sodium chloride ..... 1 oz.  
Iron sulphate ..... 1/4 oz.  
Sodium carbonate ..... 1/4 oz.  
Sulphur ..... 1/4 oz.  
Beef, lean, dried and powdered. 10 ozs.  
Fine sand ..... 10 ozs.  
Corn meal ..... 20 ozs.  
Linseed meal ..... 20 ozs.

Reduce all to moderately coarse powder and mix well.

The above are formulas that are recommended by poultrymen, and pharmacists should not condemn them, even if they do seem polypharmic. Poultrymen have ideas of their own about the value of complicated formulae.

**Origin of Druggists' Show Globes.**—Reporter.—The origin of the use of colored fluids in glass bottles as indicative of a pharmacy is "wropt in mystery." The custom seems to have originated at a time when the great mass of people could not read, and when signs, as they are still called, were employed, symbolic of the nature of the business carried on in the shop which displayed them. Bottles filled with colored fluids were thus displayed by the apothecary to represent the nature of his wares.

**Preservative for Animals and Plants.**—H. N.—C. H. asks, "Is there any known solution besides alcohol which will preserve animals and plants without bleaching the subject? Will a mixture of salt water, alcohol and glycerin serve the purpose, and if so, in what proportion?"

For the preservation of plants a solution of glycerin and alcohol will answer admirably, but in the case of animal tissues, it will not answer so well, as bleaching inevitably follows its use. The most economical, as well as convenient preservative solution for animal bodies, anatomical specimens, etc., is represented by a simple aqueous solution of chloral hydrate. This is used largely by teachers of laryngology, who find it necessary to preserve portions of the human head in a nearly natural condition for demonstration purposes. A solution containing five percentum of chloral is commonly employed, and of late formaline has come into use.

**Substitute for Saffron Coloring.**—A. L. writes: "I have a liquid on hand, not labeled, which is sold to bakers as a substitute for saffron coloring. The liquid turns red on treatment with an acid, and green with an alkali. I would like to see a formula for a liquid of similar properties."

Safflower (American saffron) is a cheap substitute for the true saffron. It is used in the form of a tincture, made as follows:

Safflower ..... 3 ozs.  
Dilute alcohol ..... 1 pt.

Moisten the safflower with two and one-half fluid ounces of the menstruum and macerate for twenty-four hours; then pack firmly in a cylindrical percolator and gradually pour on the menstruum until two pints of tincture are obtained.

Your liquid is probably a preparation of safflower, the tincture, perhaps.

**Saturated Solution of Sodium Phosphate.**—X. Y. Z.—The solubility of sodium phosphate in water may be considerably increased by the addition of sodium nitrate and citric acid, and proper manipulation. A teaspoonful of the solution may thus be made to hold 75 to 85 grains of the salt. The following formula is suggested:

Parts  
Sodium nitrate, crystals ..... 5  
Citric acid, crystals ..... 13  
Sodium phosphate, crystals ..... 85

Have the mortar very warm or hot. Mix the sodium nitrate crystals and citric acid crystals, and triturate until liquid; then add the granular sodium phosphate and triturate for a few minutes until semiliquid; then transfer to a wide-mouth bottle, shake well occasionally until dissolved, and filter.

**To Recharge Acetylene Lamps.**—G. D. G.—You do not describe the arrangement of the lamp. If the gas is produced within the lamp by the action of water on calcium carbide, all that is necessary is to replenish the supply of calcium carbide.

**Journal of Window Dressing.**—X.—The only publication of the kind referred to, that we know of, is "Harman's Journal of Window Dressing," published at 125 South Clark street, Chicago, Ill. It is sold at twenty-five cents.

**Book on Alkalies.**—S. F. G. asks for the name of a "good work on alkalies—as to their source and value in washing compounds and the manufacture of soaps." Can any of our readers name such a book? Harleleben publishes one in German.

**German Popular Names.**—T. W. H. asks for information as to what is meant by "aaroel," "altoel," and "pferdemark." Any of our readers who can furnish us the desired information would confer a favor by doing so, as we do not find these names in the works of reference at hand. It is, of course, possible that the first name should read "haaroel," Anglice, hair-oil; or, it may be that aal-oel (eel-fat) is meant. This latter is, so far as we are aware, always referred to as "aal-fetl," not "aal-oel." "Pferdemark" means, literally, horse-marrow, but probably here, as in the case of "kamm-fetl" (horse-fat) referred to below, some less difficultly obtainable article is substituted. Other substances inquired about by this correspondent are mentioned below:

**Steinoel.**—This is the German name for crude petroleum. It is sometimes written "steinol," and should not be confounded with stanniol, which is the German for tin-foil.

**Armeisenol.**—This is the common name in Germany for oleum formicarum, a preparation which formerly had some vogue in Europe. It is made by macerating one part, by weight, of ants in five parts of olive oil and filtering.

**Kammfetl.**—Literally translated, this means horse-fat, which is yellowish in color and firm in consistency, and formerly had some vogue in popular medicine. In Germany it is the custom to dispense the Unguentum cerum of the German Pharmacopoeia when "kamm-fetl" is asked for. This consists of a mixture of three parts of yellow wax and seven parts of olive oil, and, therefore, resembles somewhat the simple ointment of the U. S. P., which consists of a mixture of two parts of yellow wax and eight parts of lard.

**Spickoel.**—This is the German form for the name spike-oil or oil of spike.

**Gliederoel.**—This name is given to different oily liniments in different parts of Germany, though what is generally understood is a mixture of equal parts of oil of turpentine and oil of hyoscyamus. Oil of hyoscyamus consists of olive oil in which one-tenth of its own weight of hyoscyamus leaves (previously moistened with alcohol) has been steeped.

**Membership in the A. Ph. A.**—L. E. —Membership in the American Pharmaceutical Association is obtained only by election at the annual meeting. "Every pharmacist and druggist in good moral and professional standing, whether in business on his own account, retired from business, or employed by another," is eligible for membership. For blank application and further information, address the editor of the AMERICAN DRUGGIST.

**Inhalant Compound.**—J. T. McP. writes: In reply to A. P. X. I submit the following formula:

Menthol .....	15 grs.
Oil eucalyptus .....	10 dps.
Liq. albolene .....	2 ozs.

**Books on Toilet Soaps.**—W. W. F.—A. Hartleben, Vienna, publishes "Die Fabrikation der Toilette—Siefen," a work which gives formulas for making all kinds of the finer soaps. We would also refer you to "The Art of Perfumery," by G. W. Septimus, Piesse, London.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### SELF-DECEPTION.

I BELIEVE that a good many failures in advertising are due to the fact that merchants are unable to make any just comparisons between their own business and that of their competitors. They are too apt to overrate their own store; too prone to believe that their stock is better, their service more excellent and their prices lower than those of the dealers with whom they have to cope. This sort of complacency leads them into exaggeration in their advertising, and it also deprives them of the stimulus that would come from proper appreciation of the strength of their competition. If there are ten stores in your town, the chances may be ten to one that your store is not the best. Try to look at the matter fairly and be fair in your advertising.

Do not claim more than you have. Emphasize only those features in which you are sure that your store excels. Trade-winning depends more on methods and service than it does on stock and fixtures. Do not be blinded by prejudice, study the methods of your competitors, learn something from them, if you can. Do not allow yourself to believe that you give superior service unless you have abundant evidence that you do. Calm, dispassionate comparison and criticism is a means of growth, while self-complacency leads to stagnation and failure.



### Criticism and Comment.

#### Don't Make Your Circulars Too Large.

Editor Business Hints:

Sir—I enclose copy for a cough syrup circular to be wrapped in packages and be distributed several times this winter. My idea is to print it on both sides of a sheet about 6x7. Good calendered book paper to be used; printing to be in dark blue or bronze ink, with a bold headline standing out, surrounded by white space. The body to be arranged in paragraphs

with a good margin around the form, but without a border.

Does this circular sound as though the syrup was better than any other you have heard of? If not, any hints you may give will be gratefully received.

I would also like your opinion on the enclosed clippings. These are from the local columns of our principal daily, with a circulation of about 8,000. They are pure locals and cost nothing. Do you attach any advertising value to them?

W. O. FRAILEY, Ph.G.

I would prefer to make the circular a four-page folder. Neither paper nor printing would cost more, and the appearance would be improved. Any circular looks more attractive and readable when the pages are not too large. People will tackle a small page when they wouldn't a large one. Once get them started and they are apt to continue.

The arrangement, as you have planned it, is good, but it would be advisable to use sub-heads. If they are made catchy it helps to lure the reader through the circular. Each one of these paragraphs will suggest a good heading, and they ought to have it.

I cannot say that this circular gives me the impression that the remedy is the best I have ever heard of, but it is a good circular and will make people believe that you have got a good remedy. The belief ought to be clinched by a guarantee. If it does what you claim, you cannot afford not to guarantee it.

The defects of the circular are few, and of such a nature that criticism can hardly remedy them. There is a certain lack of unity in its construction, and it sounds a trifle "jerky" in places. Rereading and rewriting it will enable you to smooth these rough places. The circular is a good one and if a guarantee is added you will get results.

The locals you enclose have decided advertising value. The oftener you get your name in the paper in such a connection, the greater the value becomes. You are fortunate in being able to get this sort of advertising free.



#### Trading Stamps.

A. L. T. wants an opinion as to the merits of the trading-stamp scheme now in vogue in many places.

This scheme was commented on in this department in the issue of October 11th, and by referring to the article A. L. T. will find an answer to his query.

The plan creates a temporary craze in some places, and in others it falls comparatively flat. The greater the stir it creates, the quicker the end comes. Merchants not onto the scheme go into the prize business, and as soon as such inducements are universally offered the end will come. Merchants will not con-

#### Other People's Ideas.

W. I. Benedict, Belding, Mich., submits some circulars which he has adapted from various ads. which have been shown in this department. The work is very well done and the circulars are good ones. It requires a little knack to adapt

and light-face type. In the revision I have made I have aimed to remedy this, and to make some necessary alterations in the next.

Reliance should not be placed on this or any other single ad., however. There are many effective things that can be told. Most people know something about the phonograph, but a majority do not know much. Keep telling them about the wonders of the machine and the amount of pleasure to be gotten out of it. You must get people to wanting it. Tell them what you can about the gourd and whether it differs from any other gourd. Your simple gourd will get hold of the curiosity of people and set them guessing if you keep it before them. Publish the list of selections that go with the machine and ask people to come in and call for what they want to hear. The public will attach as much value to the gift as you attach to it. Make them feel that you are offering something well worth having. Change your ads. weekly and keep prominent the date when contest will close.

## DO YOU WANT A TALKING MACHINE?

**YOU** Guess the number of  
**WE** seed in a GOURD and  
give you a Phonograph of  
the latest pattern FREE!

Come in and Hear the Phonograph.

**V. DRISKELL & CO., Ghent, Ky.**

tinue a plan that is only an expense to them. Dealers who go into the scheme expecting to profit by it must get in their best licks early in the game, and use every art to get on the good side of customers temporarily secured, for the rush won't last. Your competitors will attack it in various ways, and sooner or later they will restore trade to its usual channels. I reproduce one of a series of "ads." employed by Mr. Frank Rowley of Plainfield, N. J., in combatting one of these schemes. It may afford a hint to others. Ridicule is a good weapon in such cases. Ads. of this nature must be carefully written and used with some caution or they may serve to advertise the scheme. The following article, clipped from the Portland, Me., Express, tells of the rise and fall of the plan in that city:

#### PORTLAND DRUGGISTS REBEL.

#### They Give Trading Stamp Business a Black Eye.

Do you give trading stamps? That is the question occasionally heard in some stores now, but it was the universal one a few weeks ago. The craze for the stamps has partially died out, and trade is resuming its normal channels, from which it must be acknowledged it was diverted for a time.

The reason why the stamps are not creating the public furore that was first started with the introduction of the company's business in the city is that a rival organization has been working here, and if not exactly on the same lines, it has been so near it as to create trouble. Then the druggists have given the trading stamp business a black eye.

It is not quite clear what druggists were the ones to start the agitation. It was said that some druggists were selling certain listed goods under price, and the executive committee of the Cumberland Pharmaceutical Association got to work, and when its efforts were concluded every druggist in Portland had come under bonds not to cut prices on patent medicines, and it was specially nominated in the bond that the offering of any sort of inducement to purchasers of patent or proprietary medicines was contrary to agreement.

Druggists sometimes issue cards from which certain sums are punched out when purchases are made, and when the card is used up it is redeemed with a present. Well, you can't get any punching of such cards done when you buy patent medicines in Portland any more, and you can't get any trading stamps either.

There are shrewd suspicions that the druggists who were in the trading stamp business were not averse to this arrangement. However that may be, purchasers will have to pay regular prices for any patent medicine package, and there is no prize with every package, either.

other people's ideas to one's own use, but they always should be adapted and not appropriated bodily. They must be made over to fit the business they are to promote or they won't promote.

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#### Removal Notices.

Fortune, Ward & Co., Memphis, Tenn., send in a couple of removal notices. One is addressed to physicians and one to the public. Good taste has been used in getting them up; they are gracefully written, nicely printed and doubtless answered their purpose. One of this firm's newspaper ads. is shown here.

In this way they have not been quite so successful. The repetition of the name and address is a pure waste of space and, further, it has a tendency to obscure the essential feature of the ad. If the upper division containing the firm name had instead contained the words "double check" in large type, the effective proportion of the ad. would have caught many more eyes.

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#### Single Column Better than Double for Small Ads.

Ghent, Ky.

To the Editor:  
Sir—We enclose samples of our "ad." in the country weekly paper. Please revise this for us, or supply better reading, if you think best. Every time a customer buys ten cents worth for cash we give him a guess at the number of seeds in the gourd.  
V. DRISKELL & CO.

There are a good many things the matter with this ad. In the first place, I seldom have any use for a space of this kind. Unless a double-column ad. can be at least four inches deep, a single column space is better in every way. It affords far better opportunities for effective display, and it often permits of economy in the setting.

The border of this ad. is too heavy. The ad. lacks contrast. The essential fact is that a phonograph is to be given away. That is what must be made most prominent. In this ad the headline is killed by the heavy type below. This heading would have answered if the remainder of the ad. had been set in smaller

#### THE WAY THEY DO IT.

The Northampton Pharmacy, corner of Northampton and Harrison avenues, has an attractive and inexpensive

# Talking Machine Free.

The most wonderful mechanical device of the age is Edison's phonograph or talking machine.

We propose to give a phonograph of latest pattern to the person who guesses nearest the number of seeds in the gourd displayed in our window. One guess allowed with each ten cents' worth of goods purchased. Contest closes Dec. 1.

Come and hear the machine talk, laugh and sing.

**V. DRISKELL & CO.**  
Ghent, Ky.

window display. It is made of bottles filled with vaseline, with a background of sulphur; with the bottles different combinations are made. One day they are so arranged that the word "Vaseline" ap-



pears; this is followed on another day with "5 Cents," etc.

W. B. Hunt & Co., 707 Washington street, have recently placed blackboards on the recessed windows on either side of their store door. On these are written timely bulletins, and they are, as a rule, changed daily.

"Don't pass this store without buying," reads a sign outside a store in a busy New York street.

A St. Louis druggist gives candy or chewing gum to every child who enters his store.

One St. Louis retail drug firm has a delivery wagon which makes two trips a day to all parts of the city.

## Quality and Price Are the Prizes.

What would you think of a lawyer who tried to secure clients by offering chances on a bicycle? Would you want the services of a physician who offered to give coal-hods or sofa pillows to patients who employed him regularly?

We think not. We believe also that when sickness comes and you have prescriptions to be filled or need any other aid that the skilled pharmacist can render, you want perfect service at a fair price—and nothing else.

We give such service. We are apt to save you 15 to 25 per cent on the cost—druggists that are conscientious about quality are pretty sure to be as careful about price.

**FRANK ROWLEY,  
DRUGGIST,**

45 Somerset St. Tel., 213 A.

### THE WAY THEY SAY IT.

At Lewis', Portland street, Boston, the firm's Rock and Tar was recently exhibited. It was placarded like this:

Funeral expenses .....\$100.00  
Rock and Tar ..... .49

**\$99.51**

And Life Saved.

"Two Stores" is the catch-word used by the T. Metcalf Co., Boston, to call attention to their Tremont street and Copley Square establishments. "Established 1837. Incorporated, 1891," also appears constantly in this firm's printing. "Metals for Experimenters" is another of the firm's announcements.

Picture cards for the children. Come in and ask for them.

J. H. SCHERZINGER,  
St. Louis.

Information of any kind gladly given.  
Free telephone.

SOULARD PHARMACY,  
St. Louis.

### A Bank President on Department Store Methods.

In an address delivered before the National Association of Credit Men, James G. Cannon, vice-president of the Fourth National Bank, New York, spoke as follows of department stores and their methods:

"There is a great hue and cry being raised throughout the country against department stores on account of the intense competition which they offer. Some people are in favor of having them abolished, and we have all, no doubt, recently observed the movement on foot in various States to restrict them by hostile legislation. Some practices of these large department stores are certainly open to criticism. For instance, they will sell goods as a leader for a specified time at or below cost, thus fixing the prices for the many other retail stores in their own and neighboring cities. This often happens in the grocery line in particular, when a department store which sells such staples as sugar, flour and coffee, will dispose of them for cash at lower figures than those at which the average retailer can purchase them. They do this to attract customers to their store, and to sell other goods at a profit. An instance of this kind came to my knowledge some time ago, where a large department store sent out buyers to the small towns and cities near-by and purchased six or eight hundred cases of a well-known proprietary article, the retail price of which was 12 cents, and which they advertised at 6 cents. When a customer called, however, he found but one saleswoman at the counter, only one package would be sold to each person, and it took five minutes to wrap it up.

"Inquiry into this subject naturally leads to a few comments on another evil in the business world that has grown rapidly within the last few years; namely, that which is designated as 'fake advertising.' We should all be enterprising, but when truth is trespassed upon in order to gain an advantage, and the real facts misrepresented and distorted, I think it is time that a halt should be called. A certain class of people believe everything they see in print, and I presume these advertisements are written with the object of deceiving just that class. But 'right is right,' and I am afraid if this is allowed to continue without a protest, it can only result in evil effects upon all legitimate business enterprises which appeal to the public through the medium of advertisements. \* \* \*

The remedy, to my mind, is not in legislative action, of which we have altogether too much in this country, but in the retail merchant adapting himself to the new conditions and circumstances in the mercantile world, more especially in credit lines, as suggested."

### The Largest Sign.

The Schlitz Brewery, of Milwaukee, has in Chicago what is said to be the largest sign in the world. It covers an area of 23,000 square feet, its length is 320 feet (equal to an ordinary city block), and its height is 70 feet. Some idea of the huge proportions of the letters can be obtained

from the fact that the letter "S" in the word "Schlitz" measures 86 feet (the height of an ordinary five-story building) from point to point.

A tall, distingue man, dressed in the very latest style of evening dress, and Inverness cape-coat, who sauntered up and down Broadway, visited all the hotel offices and cafes. Wherever he could get

## Small Profits Satisfy Us....

**Fortune, Ward & Co.**

279 MAIN STREET.

Get Your Prescriptions Filled at Our  
Model Drug Store, Opposite Con-  
tinental National Bank Building.

✓ Our double check system  
insures against mistakes in  
the compounding of danger-  
ous drugs.

✓ A double check system  
and pure drugs at low prices  
should make you a patron.

**Fortune, Ward & Co.**

279 MAIN STREET,

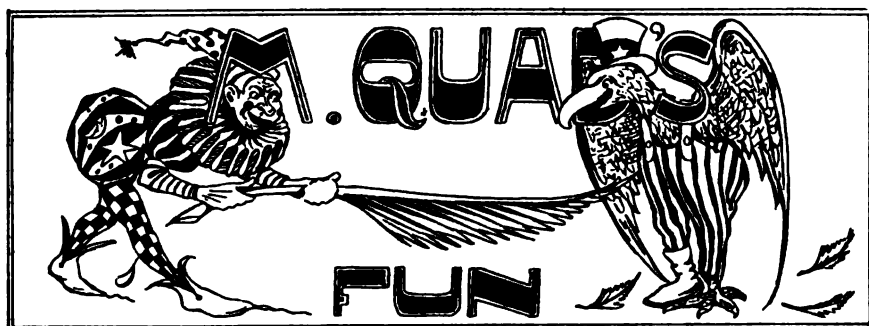
OPPOSITE CONTINENTAL BANK.

into a crowd, he would first attract attention by searching through his pockets as if he had lost his watch or some money. Finally, everybody looking at him, he threw out his chest, touched a hidden spring and lighted an electric lamp inside of his shirt bosom, and, presto! the name of a musical comedy stood out in letters of red on the linen of his shirt. He would then turn the light out and wander down the street, the perfect picture of a well-dressed man about town.

A Broadway candy store has the following card in its window:

Sweets to the sweet! My lady fair,  
Our candies are beyond compare.  
Our caramels are fresh and nice  
And offered at a modest price.

Doherty is a druggist in Jeffersonville, Ind. His advertisement in a local journal looks like a tiny newspaper page three columns wide. The headings, date-line, publisher's announcement and other details make Doherty's advertisement so different from its neighbors that it can not fail to attract attention.—*National Advertiser.*



## THE CONSPIRACY AT ROACHVILLE.

BY M. QUAD.

One day, after the *Weekly Banner*, of Roachville, had been dead for a year or more, along came a man who bought the plant and announced his intention of publishing a hustling paper. When he began to canvass for ads. for his first issue he ran up against the two drug stores, and the proprietor of the first replied to him:

"My dear sir, this is no town for a druggist. My sales don't average \$5 per week; and if the people don't want to buy, all the advertising in the world won't make 'em."

And the proprietor of the second replied:

"My sales for the last week consisted of a bottle of cough medicine and 10 cents' worth of paregoric; and how advertising is to help me out, I can't see."

Then that new editor, who had an electric light in each eye and springs in his heels, brought the two druggists together and held a three-cornered consultation. At first they shook their heads and were doubtful and obstinate, but he argued and reasoned, and grew enthusiastic, and they were finally brought over to his way of thinking. As a result, the first issue of the resurrected *Banner* had a double-headed local article reading:

"We don't know who was to blame in the affair of Tuesday afternoon between our two enterprising druggists, in which Mr. Taylor called Mr. Davis an unmitigated scoundrel and was knocked down in reply, but we understand that the end is not yet. Each has declared that he will not rest until he drives the other out of Roachville. We look for lively times in the drug trade."

And the lively times began that very day. The whole town began talking about the scrap, which no one had seen, and scores of men called upon the druggists to encourage them to stand fast and

Ruffianism Will Not Be Encouraged in Roachville.

Help Us to Drive it Out.

These Sponges, 15 Cents Apiece.

take back nothing, and trade picked up in a surprising way. Next morning Taylor's drug store put out half a bushel of sponges which had been lying in stock for a year and could not be sold at 10 cents each, and on the basket was a placard reading as above.

All that day people were dropping in to had laid down his cash for a sponge and assured Mr. Taylor that he was for law and order and "agin ruffianism," Mr. Davis was tacking up a big sign reading:

No Man Can Call Us a Liar With

Impunity.

Room for Only One Drug Store

in Roachville.

Tooth-Brushes at 20 Cents Each.

All that day people were dropping in to pat Mr. Davis on the back, and ask him about the knock-down and to buy 10-cent tooth-brushes at 20 cents apiece, and inside of three days he had to order a new stock. Every one of his customers told him to stand up for his rights, and enthusiastically assured him that they would see he was not run out of town for resenting an insult. The sponges disappeared about the same time as the tooth-brushes, and then Mr. Taylor got out two dozen bottles of stomach bitters which had been roosted on by the flies for two years and more, and hung out a new sign, reading:

Shall a Scoundrel do Business in

Roachville?

Not if We Can Help It!

These Bitters Only 98 cents a

Bottle.

Some two or three of the crowd which had rushed in to congratulate Mr. Taylor and offer him their moral support, had an idea that those self-same bottles had been labeled 75 cents only a few weeks before, but it was no time to doubt or go behind the returns. The stomachs of men suddenly began to yearn for bitters, and if there had been two dozen bottles more all would have been disposed of. Then the *Banner* took a hand in for the second time, saying:

"It is our opinion, founded on the events of the past week, that Roachville will have only one drug store in a month from this. The fight waxes bitter, indeed, but which one will be driven out of business no one can say.

Friends of both druggists are keeping them apart for fear of bloodshed."

The above article was being read and discussed, when Mr. Taylor got out a keg of copperas, which had been kicking around for three years without being opened, and hung out a sign reading:

This is the Drug Store Which

Will Stay On.

Only 9 Cents a pound as Long as

This Keg Lasts.

Four-fifths of the people who came in to buy copperas had to ask what it was used for, but they bought it, and reassured the druggist of their unwavering loyalty to the cause he represented. In a few cases he was advised not to go out of his way to "do up" the other man, but if a meeting should occur, then he must get the drop on his enemy, and make a sure thing of it. The rush for copperas was only well under way when Mr. Davis got down a consignment of hair-dye from the top shelf, and put up a sign:

We Knocked Him Down, and

We Can Knock Him Out!

The Best Hair-Dye in the World,

at a Dollar a Bottle!

Among the adherents of the druggist were some red-heads and gray-beards, and they felt it their duty to buy hair-dye and dye in his cause, and it didn't take long to exhaust the stock. Every week for the next six weeks the *Banner* had an article adding fuel to the flames, and by that time the country for ten miles around was divided between the two druggists. When this state of affairs had been brought about, the *Banner* observed:

"We learn that the friends of Mr. Taylor propose to nominate him as Representative for the Legislature this fall as a sort of death-blow to Mr. Davis."

The friends hadn't any such intentions until the suggestion was made, but they presently took up the idea with a whoop. Then the friends of Mr. Davis wanted to do something as an offset, and they nominated him for the State Senate. Without spending a dollar, both men were elected, and when the result was made known, Mr. Taylor hung out a sign reading:

Ruffianism Downed At Last!

Toilet Soap Only 12 Cents a Cake

all this Week!

An hour later Mr. Davis was after him with:

.....  
 : Virtue Triumphant in Roachville! :  
 : Porous Plasters 23 Cents Each, :  
 : While They Last! :  
 : .....

And that night the editor of the *Banner* got the two druggists together and

chuckled and asked:

"Gentlemen, how is trade?"  
 "Rushed to death!" they replied in chorus.

"And how's a soft-sit. in the Legislature?"

"Bully!"

"And how about advertising?"

"A column apiece for a year!"

"And about me—how am I?"

"You are all right and let's take a drink!"



## FACTS ABOUT TAX-FREE ALCOHOL.

### Government Investigators Learn the Views of Retailers.

**Mr. Dalley, of Lazell, Dalley & Co., Sharply Criticized.**

CHICAGO, Nov. 3.—The Joint Committee appointed to make a recommendation to Congress in regard to free alcohol, has ended its hearing in Chicago. The hearings began October 27th, and witnesses from many branches of trade gave testimony. The members who appeared in Chicago were: Senator O. H. Platt, Connecticut; Congressmen Walter Evans, Kentucky, and C. A. Russell, Connecticut, and Benton McMillan, Tennessee. Senator James K. Jones, of Arkansas, and Senator Aldrich, of Rhode Island were absent. From Chicago, the committee went to St. Louis. After hearings there, the members will visit other cities with the same object in view. The Chicago hearings are the more important, owing to the large interests represented here in various lines of business.

Paint, oil and varnish men and druggists, together with representatives of distilleries, perfume and patent medicine makers, were among the chief witnesses. Walter Barker, of the Whisky Trust, and Samuel Woolner testified that the distillers want a medium tax—not large enough to tempt moonshiners nor small enough to put them in competition with the small distillers, who would spring up in every direction if free alcohol were inaugurated. Watts de Golyer and Geo. E. Wirt, who represented the varnish manufacturers and the Chicago Paint, Oil and Varnish Club, opposed the removal of the restriction. The Standard Oil Co. also wants the tax, because it keeps down a rival naphtha. Adolph Karpen, president of the Chicago Furniture Manufacturers' Association, read a statement from his organization demanding free alcohol. E. H. Foote, president of the Grand Rapids Furniture Association, took the same view. G. P. Englehart expressed himself

for the druggists, as opposed to the removal of the tax on the grounds that it would injure the drug trade in general. Worthless patent medicines, he said, would flood the market if alcohol were free, as it forms one of the chief ingredients of the fake cures offered to the public. Leo. Eliel, a wholesale and retail druggist, of South Bend, said that it would cost the Government \$100,000,000 annually to supervise the drug trade in alcohol if the tax were taken off as proposed.

"That is an awful figure, Mr. Eliel," said Senator Platt. "Do you know that the Secretary of the Treasury only estimates \$1,000,000 as the probable expense in supervising the sale and use of free alcohol?" Mr. Eliel said that he did not know that, but insisted that his figures were more nearly right than the Secretary's. N. K. Fairbanks argued against the removal of the tax. A. H. Vilas said the picture-frame makers objected to the tax; they wanted it removed so as to make varnish cheaper.

### 'Hot Shot for Mr. Dalley.

The evident inclination of some members of the committee toward free alcohol has aroused the anger of some of the druggists. This is best voiced by Albert E. Ebert, who says: "I want to make the direct charge that Mr. Dalley, of Lazell, Dalley & Co., European commissioners for the Government in the alcohol investigation, and Secretary Benjamin Durfee are working to have the tax on alcohol removed. As they are both agents of the Government in this matter, they should be impartial." The same view is held by William Bodemann. Mr. Ebert says that Mr. Dalley drummed the city for two weeks to find men in favor of tax-free alcohol, and that he did not keep an appointment with Mr. Hereth, of Searle & Hereth, because that gentleman held an opposite view. Mr. Ebert states that those opposed to the removal of the tax had difficulty in being heard, as Mr. Durfee got them tangled up with so much red tape. Mr. Durfee also gave newspaper interviews, in which he talked for tax-free alcohol. "I think we had the best of it," said Mr. Ebert; "their arguments were not strong. Their plan would cause

the Government to lose from \$5,000,000 to \$10,000,000 a year in revenue. The annoyance of the rebate would not really compensate the retailer for the saving; the manufacturer alone would be benefited."

### Mr. Bodemann Calls It a "Coon-Trap" Bill

A statement of the views of the retail druggists to which all the members of the committee listened intently, and which was often interrupted by laughter, provoked by the sallies of the speaker, was made by William Bodemann. Mr. Bodemann's talk was highly interesting; he did not depend upon statistics, but set forth facts in a manner that appealed to all, and carried conviction better than volumes of figures. He began by saying that he represented himself; that he came from no class of manufacturers, or from any organization. He had never met a druggist who was in favor of free alcohol; there might be some, but he had not seen them. The free alcohol idea was called a "coon trap" bill, for it catches the druggist, according to Mr. Bodemann, both coming and going. If alcohol is to be free for making articles where the identity of alcohol is lost in ether, chloroform and spirits of nitre, where the characteristics of alcohol entirely disappear, the druggists are not in it, as they do not make these articles. Viewing it from the other side, the products from which alcohol can be recovered, the druggists are left out, as that part is also in the hands of the manufacturer on a large scale, and, therefore, benefits only the manufacturer. The main benefits would go to the patent medicine manufacturer, said Mr. Bodemann, and would not do the retail druggist nor the consumer one particle of good; no one but the maker would be benefited, and the Government would lose the tax. "We helped free the patent medicine men from the stamp tax, which amounted to 48 cents a dozen on \$1 articles, and it did not benefit the consumers nor the retail druggists, as the price was not only not reduced, but increased. That shows what we can expect from the patent medicine manufacturers." Another feature to which Mr. Bodemann called attention was that druggists could get a rebate on alcohol which was recovered. This, he declared, would cause sham drug stores to go up, places where alcohol would be recovered and only the pretense of a drug store be kept up; a saloon would be in the rear and a dummy drug store in front. "Of pharmacists who are practicing at the bar, we already have more than enough," said he. The policy of the Government, the speaker thought, ought to be to encourage high quality in medicines, not cheapness. If it wants to make medicines cheap, it has field enough in regard to phenacetin, antipyrine, sulfonal, etc., by changing the laws protecting these medicines, as the same product is often four or five times as high in this country as in Germany, benefiting the owners of the patent only. Senator Platt interrupted at this juncture and asked if these preparations had not been greatly reduced in price. "Not one," answered Mr. Bodemann. Mr. Bodemann characterized the whole talk on free alcohol as a platitude that bordered on a "con" game. This raised something of a laugh, as Senator Platt is from Conn. and is known to favor free alcohol.



### New York Druggist Will Appear Before the Committee.

Hearings will be held at the Murray Hill Hotel, New York city, on November 10th, 11th, 12th, when the American Pharmaceutical Association, the New York State Pharmaceutical Association and several other pharmaceutical organizations will be represented before the committee by Caswell A. Mayo, the editor of the AMERICAN DRUGGIST.

### PHARMACY PROFESSORS ADVERTISED AS DENTAL EXPERTS.

#### Something New in Advertising.

A firm of advertising dentists doing business at 44 East Fourteenth street, this city, and styling themselves, "Boston Dentists," have adopted a form of advertising which may involve them in trouble with the faculty of the New York College of Pharmacy. In an illustrated circular, setting forth their skill as dental operators, they publish a half-tone plate, said to represent a group of twenty-five of their "present staff of expert operators and assistants," and included among the group of handsome-looking men and women, whose portraits are thus flashed upon an aching world, are well executed engravings from photographs of four well-known professors in the New York College of Pharmacy, namely, Prof. Smith Ely Jelliffe, Prof. John Oehler, Prof. Virgil Coblentz and Prof. G. A. Ferguson.

The "Boston Dentists" occupy the entire first floor of the building at 44 East Fourteenth street, which is reached by an elevator, the entrance to which is on the south side of Union Square. The reception-room occupies nearly one-half of the floor space and contains the usual paraphernalia of a dental waiting-room. An AMERICAN DRUGGIST reporter called there a few days ago to learn how the portraits of the pharmacy professors came to be printed in the circular and labeled as stated. Inquiring for the manager, or a member of the firm, he was introduced to a Mr. Mitchell, who represented himself as the manager.

"Mr. Mitchell, I called to ask you to explain how you came to print the portraits of certain members of the teaching faculty of the New York College of Pharmacy in your advertising circulars. Are the gentlemen in your employment?"

"I don't understand you. What portraits do you refer to?"

He reached for a copy of the circular as he spoke, and asked the reporter to point out the cuts which represented professors in the College of Pharmacy. Our representative did so, naming Professors Jelliffe, Oehler, Coblentz and Ferguson.

"Well, that's queer, now. It's an unfortunate coincidence, but the gentleman you pick out as Dr. Jelliffe is Dr. Haycock who is connected with our Boston office; the man you call Prof. Oehler is Dr. Fenner; Dr. Ferguson, as you style him, is our Dr. Dodge, and Prof. Coblentz is Dr. Tuck."

Now, the portraits, as will be seen from the accompanying reproduction, are excellent likenesses of the four well-known professors. The portrait of Prof. Jelliffe is a particularly striking likeness of that gentleman, and this was pointed out to

the manager, who, however, insisted that the picture represented a Dr. Haycock, presently sojourning in Boston.

"Can you introduce me to *any* person now in your employ whose portrait appears on the circular?" inquired the reporter.

"Why, certainly. Here is Dr. Blank, whose face is shown first on the second row," said he, pointing to a tall, young man, wearing a full beard.

"But," the interviewer remonstrated, "this gentleman wears a full beard, while the cut shows a younger man wearing a moustache only."

"Well, he has grown a beard since he had his picture taken last," was the reply.

"Can you show me a single person connected with your establishment who resembles *any one* of the portraits printed on the circular?" was the next pointed inquiry of the AMERICAN DRUGGIST man.

"I think I can. Now, you wouldn't think," he said, pointing to the third por-

trait in the last row of the group. On the way to the laboratory, which was in the rear of the operating-rooms, the manager had a sudden inspiration, for hastily excusing himself, he chased back after a man whom we had passed, and button-holing him, entered into an animated conversation. He then beckoned to the reporter, and as he approached said: "Here's a lucky thing. This," pointing to the gentleman standing alongside of him, "is Dr. Tuck, who I thought was in Brooklyn. Let me introduce you." Introductions over, the reporter turned to Dr. Tuck, and indicating the cut of Dr. Coblentz, asked: "Is this your portrait, Dr. Tuck?" but the manager did not permit Dr. Tuck to answer for himself. "It is certainly the portrait I received from Dr. Tuck to use in printing the circular," he exclaimed, in a hurried manner, and before Dr. Tuck had a chance to answer.

Dr. Tuck is an undersized man, who



Portion of the Advertising Circular.

trait in the last row of the group, "that this resembles Dr. —, whom I shall presently show you."

The gentleman whom our reporter was permitted to peep at, through a wicker-work screen-door, certainly bore little resemblance to the printed portrait. It is true, he wore a moustache, and had a nose, two eyes, and a thatch of hair, but the resemblance went no farther.

"Is it possible to see any of the four gentlemen in your employment who resemble so closely the college professors?" was the next question directed at the manager. "I would like particularly," our reporter added, "to meet the gentleman who resembles so closely Prof. Coblentz. You say his name is Dr. Tuck, and that he is at present in Brooklyn. Could I not make an appointment to meet him here next week, when he returns, as you say he will?"

Yes, the manager would be perfectly willing to bring about a meeting, and suggested Monday of the week following as a likely day. In the meantime, however, he would show me one of the laboratory assistants, whose portrait was stated to be

dresses carelessly, and has no distinction of bearing. He is weak-looking, parts his hair on the left side, and wears it plastered down close to his head.

"When did you stop parting your hair in the middle, Doctor?" asked our representative, for the portrait shows Prof. Coblentz with his hair parted near the centre. This question seemed to confuse Dr. Tuck considerably, and after a comparison of the alleged original with the portrait, in which differences were pointed out in the height of forehead, the shape and situation of the ears, the appearance of the chin, the eyes—which in the portrait of Dr. Coblentz impress one with their honest, free and manly expression—Dr. Tuck abruptly broke away and left the AMERICAN DRUGGIST reporter standing alone with the manager.

Before he left, and while our reporter was questioning Dr. Tuck, the manager tried hard to establish a resemblance between the man and the portrait by seizing Dr. Tuck's drooping mustache and giving it an upward twist, but the effort only made the subject appear ridiculous.

The manager of the dental parlors



again started for the laboratory to show the AMERICAN DRUGGIST man at least one person whom the printed portraits would resemble, but here the reporter was again disappointed, for the gentleman who was brought forward as the original of the sixth portrait in the second row, no more resembled his alleged portrait than any man would who might be selected at random from the street.

Mr. Mitchell tried his best to convince our representative that the cuts used in the advertising circular represented men and women actually in the employment of the dentists, but all his talk only served to still further deepen the impression that some, at least, of the portraits were used in the circular wholly without authorization from the originals.

The professors whose portraits have been used without their authority, are in a very indignant frame of mind about it and it is highly probable that suits to enjoin the concern from distributing the circulars will be commenced soon.

## FUN AT THE PARK HEARING.

### Lawyers Aghast at a Decision Cited by N. W. D. A. Attorneys.

The case of the John D. Park & Sons Co., of Cincinnati, vs. members of the National Wholesale Druggists' Association, which has been in the courts from time to time for more than a year, came up again on Thursday, October 28th, before Judge Pryor, in Part I. of the Supreme Court, on a motion by the counsel for the defense to strike out as irrelevant and redundant portions of an amended complaint recently filed by the counsel for the plaintiff, Swain & Swain. H. G. Ward, of Robinson, Biddle & Ward, conducted the case of the defense. The motion involved two cases—one in equity against seventy-one members of the National Wholesale Druggists' Association for an injunction against alleged conspiracy in restraint of trade, and another against twenty-five members of the association for damages arising from the alleged conspiracy. Mr. Ward, in presenting the motion, held up a copy of the complaints, which were voluminous, and then argued that the opposing counsel had introduced a large mass of irrelevant matter.

Judge Pryor, taking up the printed bill, said that it seemed inevitable that ninety-ninths, perhaps ninety-nine one-hundredths, was irrelevant matter.

Irwin Spink, also representing the defendants, said: "This corporation (the John D. Park & Sons Co.) was organized in 1891. I submit that its business could not have been destroyed until it had an existence. Our motion to strike out relates largely to events between 1876 and 1890. Could we conspire to combine against a plaintiff before we had any knowledge of the plaintiff's existence? Other paragraphs which we wish to strike out begin 'it is claimed,' and these I claim are irrelevant."

"Yes," said Mr. Ward, "and as I represent seventy-one defendants in one case and twenty-five in another, you can see what a difficulty I shall have in drafting ninety-six answers to this mass of irrelevancy."

"I have here," he added, "a decision of the English courts in 1596 which possibly went a little farther than Your Honor may in this case. It shows how irrelevant pleadings were dealt with at that time."

Counsel then quoted the decision. It was signed by Sir J. Puckering, Lord Keeper of the Rolls, and dated February 8, 1596. It sets forth that in a suit brought by William Mylward against William Meldon and others, the replications to the defendants' answer drawn by Richard Mylward, on behalf of the plaintiff, occupied six score sheets of paper and were impertinent and contained much idle matter. For this Richard Mylward was committed to the Fleet Prison "for his misdemeanor and abuse of the court."

"Sir J. Puckering," said Mr. Ward, addressing the Court, "did not consider the penalty sufficient, for on February 10, 1596, he made a further order, in which he said that as Mylward's replications should have been well contained in sixteen sheets of paper instead of six score, 'it is, therefore, ordered that the warden of the Fleet Prison shall bring the said Richard Mylward into Westminster Hall on Saturday next about 10 o'clock in the forenoon, and shall then and there cut a hole in the midst of the same engrossed replication, which is delivered unto him for that purpose, and put the said Richard Mylward's head through the same hole and let the said replication be about his shoulders with the writing set outward, and then, the same so hanging, shall lead the said Richard Mylward, bareheaded and barefaced, about Westminster Hall while the courts are sitting.'"

Sir J. Puckering's order also directs that the bailiffs "shall show him at the bar of each of the three courts then holding and then shall take him back again to the Fleet Prison and keep him prisoner until he shall have paid £10 for a fine and 20 nobles to the defendant for cost in reciting the aforesaid abuse."

Judge Pryor took the paper and reserved his decision.

## CONFERENCE MEETING.

The joint committee, representing the three pharmaceutical organizations of Greater New York, held its first meeting on Thursday, October 28th, at 8.30 p. m. The conference took place in the Trustees Room of the New York College of Pharmacy, and was participated in by Messrs. Muir, Brundage and Paradis, representing the Kings County Pharmaceutical Society; Messrs. Hirseman, Schleussner and Goldman, for the German Apothecaries' Society; and Messrs. Bigelow, Erb and Osmun, who represented the College of Pharmacy of the City of New York. At 8.30 o'clock, on motion of C. O. Bigelow, the meeting was called to order, and Wm. Muir chosen as chairman, and Sidney Faber, secretary of the Joint Committee. Felix Hirseman was asked to assume the duties of secretary for Mr. Faber, that gentleman being absent.

Calling the meeting to order, Mr. Muir said:

"Gentlemen of the Joint Committee:

"As a representative of the Kings County Pharmaceutical Society, by whose invitation we are assembled, I have the honor to call this meeting to order for organization.

"We are met to consider a matter of great importance to every retail pharmacist in Greater New York, as well as to the public, whose servants we are. The question of proper health law is one that

has wide-reaching ramifications. It affects the rich and the poor; the merchant and the mechanic; men, women and children. It is unnecessary for me to remind you, that it is one of those public matters that is aptly expressed in the sentiment, 'what is everybody's business, is nobody's business,' and hence it is often neglected until some special interest, experiencing necessity for action, moves to accomplish a change. Thus it is with this public health law, changes have from time to time been made in it; some have been good, some of doubtful utility.

"The great mass of our citizens give no thought to it, although it affects them materially. The law-maker and the politician do not seem to care much for it, because of this lack of public interest. In short, it is forgotten and lost sight of, except by the Board of Health, which, however, administers the law as it finds it. We need not, therefore, be surprised that the existing pharmacy law of Greater New York, which is one of the first pharmacy laws drafted in this country, and now embodied in the charter, is defective and weak. In my judgment, it requires radical amendments, and we have been appointed as members of this Joint Committee, to consider what changes are necessary in the interest of the public, and the profession we represent. I do not consider it egotistical to say, that because of the lack of knowledge on the part of the public, we will have the confidence of the community in dealing with this question if we approach it in a spirit of equity and liberality, and, I trust, therefore, that each of us recognizes the vast responsibility he assumes in entering upon this work. Let us give our best thought to it, and earn the commendation that comes to men who have done their whole duty."

The chairman extended an invitation to every person present to participate in the deliberations of the committee. The pharmacy chapter of the Greater New York charter was read by sections and subjected to criticism. The questions of ownership and conducting of pharmacies were considered two of the important points to be defined and made clear. The qualifications of licentiates were discussed and it was agreed to amend the law and make the requirements more stringent. The plan of the triennial registration was settled upon, the license to be renewed every three years at a cost of \$1 to the applicant. Persons in business before the passage of the act will be required to register within ninety days after its passage.

A certified copy of the amended pharmacy chapter of the charter of the Greater New York, attested to by the Secretary of State, was in the chairman's possession, and it was from this that the sections were read by paragraphs. The law which the Conference Committee propose to have still further amended, that being the object of the conference, reads as follows:

### LOCAL—NEW YORK, KINGS, QUEENS AND RICHMOND COUNTIES.

#### LAWS OF NEW YORK.—By Authority.

Every law, unless a different time shall be prescribed therein, shall not take effect until the twentieth day after it shall have become a law. Section, 43, Article II., Chapter 8, General Laws. CHAP. 703.

AN ACT to amend the Greater New York Charter, relating to the Board of Pharmacy. Accepted by the cities. Became a law May 22, 1897, with the approval of the Governor. Passed, three-fifths being present.

The people of the State of New York, repre-

sented in Senate and Assembly, do enact as follows:

Section 1. Sections fifteen hundred and thirteen, fifteen hundred and fourteen, fifteen hundred and fifteen of the Greater New York Charter, are hereby amended to read, respectively, as follows:

1513. The members of the College of Pharmacy of the City of New York, which is situated in the borough of Manhattan, the members of the German Apothecaries' Society of New York, and the members of the Kings County Pharmaceutical Society, shall on the first Monday in January, eighteen hundred and ninety-eight, and on the same day every third year thereafter, at a special meeting held by each for that purpose, elect five competent pharmacists, who shall form and be known as the Board of Pharmacy. Of these five members, two shall be elected by the said New York College of Pharmacy, one by the German Apothecaries' Society, and two by the Kings County Pharmaceutical Society. The members of this board shall, within thirty days after their election as aforesaid, individually take and subscribe before the clerk of the City of New York, an oath faithfully and impartially to discharge the duties prescribed for them by this title. They shall hold office for three years, and until their successors are duly elected, and have qualified; and in case of any vacancy in this board, the organization which elected the member or members, whose position or positions have become vacant, shall fill such vacancy or vacancies at once by an election at a special meeting. The said board shall organize for the transaction of business by electing from their own number for the whole term a president and secretary. The board shall meet every three months, at least, and three members shall constitute a quorum. The duties of the said board shall be to transact all business pertaining to the legal regulation of the practice of pharmacy in the City of New York, and to examine and register pharmacists. Any pharmacist applying for an examination shall pay to the secretary a fee of five dollars, and should he pass such examination satisfactorily, he shall be furnished with a certificate as to his competency and qualification, signed by the said Board of Pharmacy.

1514. It shall be the duty of the secretary to keep a book of registration at some convenient place, of which due notice shall be given through the public press, in which book shall be entered under the supervision of the said board the names and places of business of all persons coming under the provisions of this title. It shall be the duty of all such persons to appear before the said Board of Pharmacy and register, and the fee for the registration of pharmacists shall not exceed two dollars, and for assistants shall not exceed one dollar. The secretary shall give receipts for all moneys received by him, which moneys shall be used for the purpose of defraying the expenses of the Board of Pharmacy, and three-fifths of any surplus shall be for the benefit of the College of Pharmacy of the City of New York, situated in the borough of Manhattan, and two-fifths of such surplus shall be for the benefit of the Brooklyn College of Pharmacy, situated in the borough of Brooklyn. The salary of the secretary shall be fixed by the board, and shall be paid out of the registration fees.

1515. Three-fifths of each and every penalty recovered under this title shall be paid to the trustees of the College of Pharmacy of the City of New York, situated in the borough of Manhattan, and two-fifths of the same to the Brooklyn College of Pharmacy, situated in the borough of Brooklyn. The sums so paid to the trustees of the said College of Pharmacy of the City of New York shall form and be known as the library fund of said College of Pharmacy, and shall be expended for the purchase of books for the library of said college; and the sums so paid to the said Brooklyn College of Pharmacy shall be known as the library fund of said college, and shall be expended for the purchase of books for the library of said College of Pharmacy.

Sec. 2. This act shall take effect January second, eighteen hundred and ninety-eight.

State of New York, office of the Secretary of State, ss.:

I have compared the preceding with the original law on file in this office, and I do hereby certify that the same is a correct transcript therefrom and of the whole of said original law.

JOHN PALMER,  
Secretary of State.

Interstate interchange of registration certificates was agreed upon, in the case of such States as reciprocated with Greater New York in the matter of accepting its certificates.

The question of creating two grades of pharmacists came in for considerable discussion. The grades of pharmacist and assistant pharmacist have existed in Kings County for ten years or more. As-

sistants there have nearly all the privileges of a registered pharmacist, but he is not allowed to conduct business on his own account. The plan presented by Prof. Beal at the last meeting of the American Pharmaceutical Association, in which it was recommended to grant two grades of license on somewhat similar lines to the operation of the German scheme, the pharmacist to handle prescriptions and finer goods, and the druggist confined to more common articles of drug merchandise, also received the attention of the Conference Committee. It was finally voted to recommend the adoption of the grades established by the Brooklyn board.

The subject of a revised poison schedule will probably be taken up at the next meeting of the committee, which has been called for November 11th.

Chairman Muir advocated the incorporation in the proposed amended law of a provision requiring three years' experience in a pharmacy before a clerk shall be permitted to put up prescriptions. He surprised some of the New York members by telling them that under a strict construction of the New York County pharmacy act, assistant pharmacists were debarred from compounding or dispensing physicians' prescriptions until they became graduates or licentiates in pharmacy. A considerable portion of his argument was based on this faulty assumption. Until his attention was called to it by a representative of the AMERICAN DRUGGIST he overlooked completely a provision of the Penal Code which permits apprentices having two years' experience to prepare prescriptions. The Penal Code happens to be the only authority which the city magistrates recognize and the county act might be non-existent so far as they are concerned. All cases of violation of pharmacy law which are brought before them are invariably decided according to the Penal Code, which, they say, takes precedence over the Consolidation Act. The question now is, Has New York County ever had a pharmacy act which could be legally enforced? Dr. Cyrus Edson might be able to crack this nut.

## PARMERLY'S RECORD IN COLUMBUS.

Our Correspondent Writes of His Schemes There.

COLUMBUS, O., Oct. 14.—The members of the Columbus Drug Clerks' Association seem to have heard something of the game that Parmerly has been playing at Cincinnati, and are very slow to acknowledge any connection or acquaintance with him. The facts seem to be as follows:

The Columbus Drug Clerks' Association was organized in June of the present year, the projector of the movement being one of our most respected retail druggists. It was at his suggestion and in the back-room of his store that the first meeting was held. This meeting was but slimly attended, but they managed to gather enough enthusiasm to start the organization, and it has continued since with a fair degree of success.

The membership is now about thirty and is constantly increasing, the more earnest members expressing the belief

that they will soon number at least 50 per cent of the drug clerks of the city among their members. It will thus be seen

## Parmerly Had Nothing to Do with the Organization.

In fact, he does not seem to have been known by any of the parties connected with it until some time afterward.

At a meeting held late in August, it was decided to give a "Drug Clerks' Picnic" with the double purpose of furnishing entertainment for the members, and enlisting the interest of non-members, thereby expecting to add largely to the membership. An elaborate programme was prepared, consisting of sports and games, a banquet, and ending with the evening entertainment at the Casino. It is now that

## Mr. Parmerly Appears.

He was introduced to the members of the Executive Committee by a city salesman of one of our local wholesale houses as just the man to look after the printing of the programmes, to solicit the advertising which should appear on it and to make it pay. He claimed to have been in the advertising business and to have arrived lately from New York, where he had been for some time engaged in electrical display advertising.

He is described as being rather below the medium size, dark in complexion, a good dresser, full of animation, bearing markings of the Hebrew race, and being possessed of a very large share of self-assurance.

An arrangement was entered into with him under which he was to see to the printing of the programmes, get all he could in the way of advertising, and to divide the profits with the association.

The picnic was held September 9th, and was quite a success. The printed programme was on hand, and, in its way, was a decided success. It was a large double folder, printed on the cheapest of newspaper, bearing the cards of a large number of druggists and associated trades and evidently gotten up with a view to close economy.

## Where Did the Money Go?

Estimating from the prices obtained for the advertising, this programme must have netted a sum approaching \$150. The members of the association were notified that their share of the profit was \$8, and even this small sum does not seem to have ever been handed over to the treasurer.

Shortly after, Mr. Parmerly disappeared, and it is whispered about that with him also went numerous small sums borrowed from confiding drug clerks.

Recent developments at Cincinnati indicate that he is making further use of the experience gained here, but going a step further in that he is building a drug clerks' association, picnic and all, from the ground up.

He must look upon a drug clerk as an easy mark. It is hoped that he will find his match in some of them. At any rate, the publicity given his methods through the journals will soon make it necessary for him to seek other fields.

We cannot afford to be radically positive in this life, because we find to-day, that in believing what we did yesterday we were mistaken.—C. E. Corcoran.

### Monument to Hager Unveiled.

On the afternoon of September 28th a large number of pharmacists, pharmaceutical teachers and friends of the late Dr. Hermann Hager gathered in the beautiful cemetery of Neu-Ruppin to unveil the monument which had been erected there to the memory of that master of pharmacy. The ceremonies were opened by a fine rendering of Beethoven's "Die Himmel rühmen des Ewigen Ehre." As soon as the last note died away, Dr. Thoms, editor of the Berlin *Pharmaceutische Zeitung*, arose and delivered an address full of eloquent evidence of respect, love and reverence felt by the German pharmacists for the departed master. The monument was then unveiled, showing a simple obelisk of polished granite, resting upon a pedestal of granite and bearing a bronze medallion portrait of Professor Hager, after a design by the wife of Professor Wislicenus. Below the medallion, in gold letters, were inscribed the words:

Hermann Hager,

ABIIT NON OBIIT.

The assembled societies all saluted, and Professor Thoms then laid a beautiful crown of laurels on Hager's grave. After this similar tributes were paid by representatives of the German Apothecaries' Society, the German Pharmaceutical Society, the Berlin Association of Apothecaries, the Austrian Apothecaries' Society, the United Pharmaceutical Associations of Germany, the publishers of the *Pharmaceutischen Centralhalle*, the publishing house of Julius Springer, the Association of Bavarian Apothecaries and the South German Apothecaries' Society. The assembled guests dined together in the afternoon, the bust of Hager being given the post of honor in the dining hall. Covers were laid for fifty, and the party included nearly all of those whose names are most prominent in German pharmacy.

### Funeral of Hermon W. Atwood.

Funeral services over the remains of Hermon W. Atwood were conducted by the Rev. Dr. Anson P. Atterbury, at the residence of the deceased, 52 West Eighty-second street, at 5 o'clock, Monday, October 25th. The services were attended by many members of the College of Pharmacy of the City of New York and by local druggists, who had gathered to pay this tribute of respect to the memory of one who had endeared himself greatly to the members of the college by an untiring devotion to their interests. The services were beautiful in their simplicity, and included the singing of hymns by a member of the church to which Mr. Atwood belonged. Many of the past and present members of the college attended, and conspicuous among the number was William Fisher, who is the oldest member. It was under him that the late Prof. Bedford learned the rudiments of pharmacy during his term of apprenticeship nearly fifty years ago; Mr. Fisher is still engaged in business at the old stand, 327 Bleeker street. Among the mourners were Dr. Charles Rice, Dr. H. H. Rusby, Prof. Virgil Cob-

lantz, Thomas F. Main, S. W. Fairchild, T. J. McMahan, Albert Plaut, Brent Good, Herbert D. Robins, Dr. Oren D. Pomeroy, Horatio N. Frasier, Ewen McIntyre, Theodore Lewis, E. A. Sayre, president of the New Jersey Pharmaceutical Association; Dr. A. H. Elliott, Max Breitenbach, R. O. Smith, Geo. B. Wray, Prof. George Diekmann, C. S. Erb, C. O. Bigelow, Ernest Molwitz, Wm. Muir, ex-president of the Kings County Pharmaceutical Association; Wm. Massey, George Massey, F. O. Collins, Caswell A. Mayo, Eugene Hartnett, and a numerous gathering of the friends of the family.

No one realizes more how difficult it will be to fill Mr. Atwood's place on the Board of Trustees of the College of Pharmacy than the members of the board do. He was an untiring worker, and thoroughly devoted to the interests of the college. He possessed the entire confidence of the members, and spent much of his time in the college building attending to the administration of its affairs.

The interment took place at Mt. Auburn, Mass., the day after the funeral, the body being removed from New York by H. S. Atwood, Geo. B. Wray and F. P. Wood.

### A Singular Discovery.

The workmen employed in clearing out the debris of the Horner Building, on Platt street, New York, recently gutted by fire, have made a singular discovery. The fire had crumbled one of the walls of the cellar, and disclosed a small chamber about six feet square. This chamber was quite empty save for an ancient flint-lock muzzle-loading musket standing in the corner; hanging above it was a powder-horn of revolutionary pattern. Further examination developed the chief feature of interest. Inside the powder-horn was found a fragment of a letter, the edges of which were scorched by fire. The ends of three of the lines were just decipherable, and the signature, "Will Steele" was bold and clear, and ended in a heavy, underline flourish. As well as it could be made out, it ran as follows:

—this then  
—england  
—drouggiste

WILL STEELE.

The building in which the fire occurred was one of the oldest in the drug section. An antiquary of New York, who has been delving into the archives of the past, says the building was owned and occupied in revolutionary days by a druggist named William Steele, between whom and the renegade Benedict Arnold, also a druggist, there existed a more than common intimacy. This fragment of a letter is, no doubt, part of their correspondence, but what it purports is beyond all finding out.

### Hotel Lafayette Burned Up.

The members of the American Pharmaceutical Association who attended the Minnetonka meeting will be grieved to learn that the commodious Hotel Lafayette, where the meeting was held, has been burned to the ground. The hotel was closed up a day or so after the adjournment of the American Pharmaceutical Association. The fire which destroyed it originated in the laundry of the establishment.

### The Drug Trade During the War.

A card from Joseph Jacobs in the *Atlanta Journal* asks for information concerning the drug trade during the war between the States. Mr. Jacobs is chairman of the committee of the American Pharmaceutical Association on Commercial Interests, and wishes to prepare for the next meeting of the association a paper on the subject referred to. The South's lack of material resources during the war was in no particular more keenly felt than in its meager supply of drugs. The ingenuity which devised substitutes and the wonderful success of Southern surgeons without anaesthetics and improved instruments challenged the admiration of the world. Mr. Jacobs should receive all possible assistance in his efforts to collect historic data relating to the drug trade during the war period.

### Monthly Bulletin of the Bureau of American Republics.

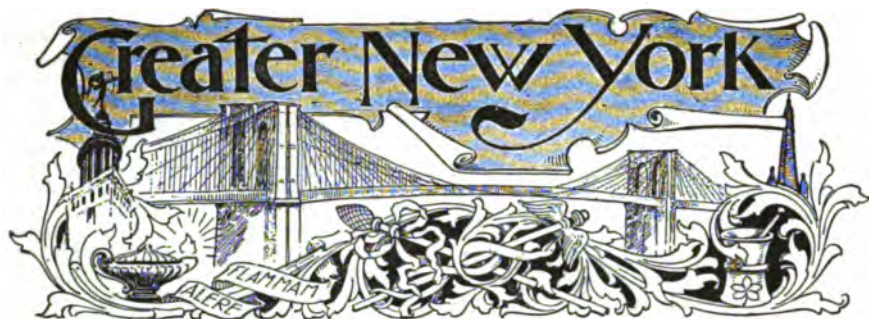
The Bureau of American Republics was established in 1890, under the direction of the International American Conference, which was convened by the Hon. James G. Blaine, then Secretary of State, and met at Washington from October, 1889, to April, 1890. Its function is the collection and prompt distribution of commercial information, and the bureau is maintained at the "common expense, for the common benefit of all." It has already accomplished important results for the nineteen Republics by which it was established and that have since contributed to its support in proportion to their respective populations. The work of the bureau has grown so rapidly, and the valuable information collected by it has become so voluminous that it was deemed necessary to place the same before the thousands of business houses of the United States, Mexico, the Republics of Central and South America, the European dependencies in South America, the West Indies and Hawaii through the medium of an official magazine known as the "Monthly Bulletin," which was accordingly established as a permanent publication in October, 1893, and to the pages of which advertisements have been regularly admitted since October, 1896. It is to the countries of the American International Union what the British Board of Trade Journal has long been to the consuls, commercial agents, manufacturers and shippers of Great Britain—the official periodical of "tariff and trade notices and miscellaneous commercial information."

The pages of this magazine are devoted to original reports of the resources, developed and undeveloped, of the nineteen Republics of the American International Union. These articles and the editorial information in each number are drawn from official sources, the statements are reliable, and they appear in four languages—English, Spanish, Portuguese and French. During the current month 40,000 copies of the "Bulletin" were mailed from Washington to personal addresses in the Latin-American Republics, protectorates, dependencies and colonies. Ten thousand copies were directed to the important commercial concerns in Europe, Asia, Africa and Australasia, while 25,000 were mailed in the United States to manufacturers, merchants, bankers and shippers engaged in export trade. While the September edition was 75,000, a million copies will be



the minimum number printed and distributed during the next twelve months. Merchants interested in export trade

should write to the Bureau of American Republics, Washington, D. C., for a copy of the "Bulletin."



### Notes of Interest from Far and Near.

D. Watt & Son, Little Falls, N. Y., have consolidated their two stores.

Mr. Thomson, of the firm of Prouse & Thomson, Herkimer, N. Y., continues seriously ill.

Dr. Peter T. Austen has resigned the chair of chemistry in the Brooklyn Polytechnic Institute.

Walter M. Lowney, of chocolate fame, has opened a New York office at Twenty-fifth street and Broadway.

John E. Grady, a pharmacist of Green Island, N. Y., was married on October 29th. An Albany lady won the prize.

Nicolas Schaack has sold his drug store at the corner of Classon and Gates avenues, Brooklyn, to Dr. E. B. Jones.

The many friends of John Hurley, of O'Rourke & Hurley, Little Falls, N. Y., will be sorry to learn that he is confined to his home by a severe illness.

D. R. Reed, New York representative of the Low Art Tile Co., has just put a large soda fountain in the store of W. H. Miller, University place and Eleventh street.

George B. Hastings, Class of '97, N. Y. C. P., who was apothecary to the Presbyterian Hospital during the summer, is now at Sengstacken's Pharmacy, Stony Point, N. Y.

W. H. A. Timken, who was with McKesson & Robbins for several years in charge of their foreign crude drug department, has opened a commission agency at 62 Cedar street.

Joseph Mueller, who sold his drug store on Myrtle avenue, Brooklyn, some months ago, to Julius Tannenbaum, has purchased from Herman A. Garliff the pharmacy at 404 Central avenue.

John Bearcroft, formerly in the employ of Hermon W. Atwood, pharmacist at 846 Broadway, has accepted a clerkship at G. N. Sym's pharmacy, on Eighth avenue, near Fourteenth street.

Arthur Bragg, one of the junior students at the New York College of Pharmacy, has accepted a clerkship with his former employer, John Rheinders, druggist, at the corner of Jefferson street and Lewis avenue, Brooklyn.

J. F. Wolf, who has been the head clerk at Grenelle & Schenck's pharmacy at Allenhurst, N. J., for the past season, has just accepted a position at Dr. Smith's pharmacy, corner of Pacific and Walnut streets, Newark, N. J.

Charles E. Monell Company of New York City was incorporated at Albany to manufacture patent medicines; capital stock, \$10,000; directors, Charles Schlager of Brooklyn, Charles E. Monell and Armilla P. Hubbard of New York City.

Oscar P. Fowler, one of the senior students at the New York College of Pharmacy, has accepted a position as clerk at Barnes & Co.'s pharmacy, at the corner of One Hundred and Tenth street and Madison avenue, New York City.

R. H. Hughes, an alumnus of the Ontario College of Pharmacy, class of '97, who recently came to this city from Toronto, Canada, has taken a position as assistant clerk at the pharmacy of P. B. Knapp & Sons, 362 Hudson street.

Henry Johannes, N. Y. C. P., '91, for several years the head clerk at Sidney Faber's pharmacy, corner of Fifty-eighth street and Second avenue, has resigned and accepted a position with E. A. Aronstamm, druggist, at No. 1904 Third avenue, this city.

Mr. Ratkowitz, one of the proprietors of the Manhattan pharmacy, 238 East Broadway, New York City, is mourning the loss of his wife, who died on Saturday, October 24, after a very painful and lingering illness. She suffered for almost a year.

Hugo Ehlers, formerly in the employ of H. A. Cassebeer, druggist, at the corner of Seventy-fifth street and Madison avenue, New York City, has accepted a position at E. A. Goetting's pharmacy, corner of One Hundredth street and Amsterdam avenue.

Elmer H. Merritt, N. Y. C. P., '84, for the past few years the head clerk at Kalish's pharmacy, at the corner of Twenty-third street and Fourth avenue, this city, has purchased Davis' pharmacy, corner of Broadway and Halsey street, Brooklyn.

The retail drug firm of Buderus & Warth, on Fulton street, Brooklyn, has been dissolved, and William Buderus has become the sole owner of the store, and will continue the business. Mr. Warth has purchased Winters' pharmacy in Greenpoint.

J. Hiram Hubley, Ph. C. P., '94, who was lately in the employ of Louis Lehn, druggist, at the corner of Sixty-fourth street and Park avenue, this city, is now clerking at Adrian Paradis branch pharmacy, corner of Myrtle and Washington avenues, Brooklyn.

Charles Kaulbersch, lately in the employ of A. A. Taylor, druggist at Summit, N. J., has accepted a position as assistant at F. Bagoe & Co.'s pharmacy at the corner of Twenty-ninth street and Fourth avenue, where he succeeds Mr. Vance, who has just resigned.

A post office, to be known as Woodmere, is to be established in the village of Woodsburgh, L. I., and Geo. A. Koch has been appointed postmaster. The new office will be very welcome since Woodsburghers heretofore have had to go to Hewlett's post office for their mail.

Alfred W. Wiener, N. Y. C. P., '79, for some years back in the real estate business in Harlem, died on Tuesday, October 5th, at the residence of his uncle, at 1046 Fifth avenue, at which place the funeral services were held on Thursday, October 7th. He was 39 year of age.

After the Richmond meeting a number of delegates came to New York before going home. Among those whose presence we note in the city were President Weller, of Omaha; Daniel Daugherty, of St. Louis; Geo. C. Newman, of Louisville, and Geo. W. Kelley, of Pittsburgh.

Herman F. Cassabeer, druggist, Ninth avenue and Forty-second street, is re-fitting his store in oak. One of the new features of this old establishment will be a handsome Low Art Tile soda fountain, the order for which has been placed through D. R. Reed, of the New York office.

Henry C. Boysen, N. Y. C. P., '89, druggist at the corner of One Hundred and Thirty-second street and Seventh avenue, has joined the ranks of the benedicts. He was married on Wednesday evening, October 6th, to Miss Bertha Keller at St. Lawrence Church, corner of Eighty-fourth street and Park avenue.

Henry Thomas Chapman, who was long identified with the drug trade in New York, and was for several years appraiser and special examiner of drugs in the Custom House, died on September 24th at his home, 192-A Lexington avenue, Brooklyn, in his eighty-eighth year. He leaves six children, twenty grandchildren, and nine great-grandchildren.

One of our subscribers sends a description of a fire which started in his laboratory a few days ago. A 100-pound barrel of insect powder caught fire through spontaneous combustion, and only for the fact that it was discovered in time the place might have been destroyed. As it was, 60 pounds of the powder went up in smoke before the fire was extinguished.

Gustave Wolff, one of the senior students at the New York College of Pharmacy, has resigned his position at Max Gebauer's pharmacy, at the corner of Twenty-fourth street and First avenue, and accepted a clerkship with Dr. Lawrence, at his drug store, 108 Roosevelt street, New York City. He will be succeeded at Gebauer's pharmacy by Frederick Zeller.

The regular monthly meeting of the Kings County Pharmaceutical Society was held Tuesday, November 9th, at 2:30 o'clock, at 329 Franklin avenue. A testimonial to William Muir was presented, and the special committee appointed to confer with committees from New York City on amendments to the Pharmacy law reported. John Gallagher, the leader of the "Shorter Hours" movement in Brooklyn, was dropped from the Board of Trustees, by a vote of the society, for non-attendance at the meeting.

Francis A. Lowe, Ph.G., Class of '92, N. Y. C. P., after a sojourn at Liberty, Sullivan County, N. Y., for his health since last April, has decided to stay there, and has opened a high-class summer and winter resort for patients with pulmonary troubles. For this purpose he has obtained control of "Ridgeside Manor," the country home of the late Charles Knox. It is located two miles west of Liberty, and about a quarter of a mile southeast of the celebrated Loomis Sanatorium for Consumptives.

Julius Tannenbaum, N. Y. C. P., '83, second vice-president of the Alumni Association, has been elected president of the Class of '99, Long Island College Hospital. On the same ticket Professor Alex. J. P. Skene, M. D., was made honorary president. H. Casey, N. Y. C. P., '92, was elected chairman of the executive board of the Class of '99, Long Island College Hospital. Other N. Y. C. P. graduates, who are members of the Class of '99, L. I. C. H., are F. G. Keller and George Simrell, Jr., both of the Class of '94, N. Y. C. P.

Henry George, the Independent labor candidate for Mayor of Greater New York, was an intimate friend of the late S. M. Burroughs of Burroughs, Wellcome & Co., London, and when the latter gentleman died he left a legacy of some \$30,000 to Mr. George as a means of aiding him in his work in political economy. Mr. Burroughs was an ardent advocate of single tax, and was active in inducing Mr. George to visit England some two or three years ago, and did much toward bringing about the enthusiastic reception which the lecturer met with there.

Mrs. Roediger, wife of Dr. T. F. N. Roediger, died at her late residence, 313 West Thirty-fifth street, New York City, on Tuesday, October 6th, of cancer of the liver. She was the mother of Louis F., and of Joseph Roediger, both of whom are in the retail drug business in this city, the former having a store at No. 61 Division street, and the latter on Madison avenue and Seventy-first street. One of her daughters is the wife of druggist B. G. Kraft, of One Hundred and Twenty-fifth street and Lenox avenue. The funeral services were held at her late residence on Thursday, October 7th.

Herman H. Herzfeld, N. Y. C. P., '85, who sold his drug store at the corner of Twenty-fifth street and Seventh avenue, this city, four years ago, and went to California for his health, has been visiting some of his numerous friends in this city during the past few weeks, and it would seem that he has not only regained his health, but a fortune as well, he being the chemist, and also a large stockholder in the St. Elmo group of gold mines, situated about two hundred miles from his home at Los Angeles, California, and which are panning out very handsomely. Mr. Herzfeld is in this city on business connected with the mines, and expects to return to California shortly, where he has determined to make his future home.



The report of the sudden death of Andrew B. Shields, a druggist, at Sands street and Hudson avenue, has brought to light a singular connection of the case with two other deaths that occurred in the neighborhood within the last three days. On October 11th Michael McCusker, a saloonkeeper, died suddenly at his home, 333 Pearl street, from natural causes. Harry Robinson, a young man who spent his time around McCusker's saloon, took the death of McCusker to heart to such an extent that he drank heavily, and while intoxicated took poison. He was found dead in a hallway on Tuesday morning from the effects of Paris green poisoning. Mrs. Dehlia Dumott, a sister of Robinson, found the paper which contained the Paris green in the hallway of 235 York street, where Robinson was found, and seeing the label of Dr. Shields attached to the paper, went there next day and upbraided him for selling her brother Paris green. Shields, who had been ill for some time, seemed much affected by the interview, took to his bed and died suddenly this morning of heart disease. Mrs. Dumott denies this, and says she only told Mr. Shields of her brother's death, and that he was in no way affected by the news.

### The Oldest Pharmacy in Buffalo.

The Lyman drug store, as it has long been called, at the corner of Main and South Division streets, is the oldest and best-known pharmacy in Buffalo, and it has an interesting history. It was established in 1857 by W. H. Peabody, then a young man setting out in business for himself. He was without means sufficient to stock the store properly and went to New York for assistance. He visited several of the better-known wholesale establishments and asked for goods on time, saying that he had a good corner store and could do well if he could get a start. Most of the firms did not care to sell to a stranger on time, especially located so far away, but the elder Schiefelin believed in him and gave him the goods he needed.

The result was that he prospered, and soon paid for everything. He remained in the business a long time, retiring a rich man. He often comes into the store, as he still owns the building, and tells stories of his early struggles. The business was eventually sold to C. M. Lyman, who has been more or less actively engaged in the drug business ever since. Mr. Lyman afterwards associated with himself Jerome W. Jeffrey, and the establishment went under the name of the Lyman & Jeffrey Store. Then the junior member bought out Mr. Lyman, who had other drug stores on his hands by that time, and taking his brother, Charles W. Jeffrey, as partner, the firm name was changed to Jeffrey & Jeffrey. The senior member soon after died, and the chief clerk, J. S. Gotshall, took his place, and Jeffrey and Gotshall was the name on the front. But this firm ran up against the hard times, and not being well moneyed, was obliged to turn the concern into a stock company, with C. M. Lyman as the controlling member. The official title is now the Lyman-Jeffrey Co. Mr. Gotshall is the active manager, but Mr. Jeffrey, who still owns a small interest, is connected with an instrument factory in Ottawa. The store has always had a large trade, to which the very complete instrument department contributes no little. It is very elegantly fitted up.

### Committees of the State Association.

President R. K. Smither, of Buffalo, announces the following appointments to

the standing committees of the New York State Pharmaceutical Association:

#### COMMITTEE ON LEGISLATION.

R. K. Smither, Buffalo, chairman; William Muench, Syracuse; W. H. Rogers, Middleton; J. C. Smith, Plattsburg; Felix Kirseman, New York; Frank Richardson, Albany; John Gallagher, Brooklyn.

#### COMMITTEE ON PHARMACY AND QUERIES.

Wm. C. Anderson, Brooklyn, chairman; H. B. Ferguson, New York; Wm. H. MacIntire, Brooklyn.

#### COMMITTEE ON NEW REMEDIES.

R. G. Eccles, Brooklyn, chairman; Willis G. Gregory, Buffalo; Wm. C. Alpers, New York.

#### COMMITTEE ON ADULTERATIONS.

G. Michaelis, 292 Lark street, Albany, chairman; Willis G. Tucker, Albany; T. J. France, Brooklyn.

#### COMMITTEE ON COMMERCIAL INTERESTS.

Geo. Reiman, Buffalo, chairman; Clark Z. Otis, Binghamton; Oscar Goldman, New York.

### Buffalo News Notes.

Retail druggists are complaining of being overrun with cigar drummers from every part of the globe, as one of them puts it, which is as good as saying that they do not patronize them very generally.

The County Board of Pharmacy is still calling up delinquents, most of whom are accused of running their stores with but one licensed clerk, and no regular relief. There will be several such before the board at the next meeting.

The new branches of the newly-organized public library are all in drug stores but one. They are at Roy N. Gunn's drug store at 807 Seneca street; C. W. Tuerke's drug store, at Forest avenue, near Niagara street, and E. A. Kingston's drug store, at Main and Ferry streets.

The Empire State Drug Company, at its annual meeting, chose the following directors: Thomas Stoddard, Byron M. Hyde (Rochester), W. G. Gregory, H. P. Hayes, George Reimann, R. K. Smither, Neil McEachren, J. B. Peterson, J. A. Lochie, John Tilma, P. S. McArthur, T. W. Dalton (Syracuse), Herman Krehbiel (New York). The board chose Thomas Stoddard president; B. M. Hyde, first vice-president; W. G. Gregory, second vice-president; Horace P. Hayes, secretary; George Reimann, treasurer.

### The Registering of Mr. Jeffers.

The New York Herald has been "jumping" on the management of the Sailors' Snug Harbor, on Staten Island. The paper claims that among other faults of the administration of that institution is to be counted the dispensing of medicines by an unregistered druggist. A complaint of this character was filed some time since with the State Board of Pharmacy, and this is the way in which the Herald tells the story of the registering of Mr. Jeffers:

"Secretary Edward S. Dawson wrote to one of the trustees asking permission for a representative to enter the Harbor to investigate. The complaint against Jeffers was that he was ignorant about drugs, that he did not know the significance of the symbols, and that he was practicing pharmacy without a license.

"Claiborne Smith, [J. Clitheroe Smith?] an amiable old gentleman of Plattsburg, was sent here by Mr. Dawson. He saw the gentleman who drew the attention of the State Board to the case, took numerous notes, and went to Staten Island. He called on the Governor and stated his business, and the Governor was affability personified.

"My dear sir," said the Governor, 'come with me and see Mr. Jeffers and judge for yourself. He is a most competent man.'

### Mr. Smith Is Entertained.

"Mr. Trask took Mr. Claiborne Smith by the arm and went to Mr. Jeffers' office, where for a while the three were closeted together.

"Staten Island is a lovely place, with magnificent views of the finest harbor—barring Snug Harbor—in the world. Would the gentleman from Plattsburg take a drive with the Governor and enjoy the picturesque scene? With pleasure! Behind a spanking team for several hours Mr. Claiborne Smith, of Plattsburg, and Governor Trask enjoyed a drive. With this came appetite, and Mr. Claiborne Smith, of Plattsburg, dined with the Governor, who, in the seclusion of his luxurious home in the harbor, is especially amiable.

"The fine dinner must have obliterated from the mind of Mr. Claiborne Smith, of Plattsburg, recollection of the fact that he had an appointment with the gentleman who had written to Secretary Dawson, and that he should have made a call on one of the trustees.

### Mr. Smith Makes a Report.

"At any rate, he went straight back to Plattsburg, and lost no time in sending his report to Mr. Dawson, who was equally prompt. He wrote a letter to his first correspondent, telling him that Mr. Jeffers was a most competent man, and that he thoroughly understood his business.

"Strange to say, shortly after this incident there appeared in Mr. Jeffers' office something that had not been there in sixteen years—a properly authenticated certificate licensing him as a pharmacist. Where he got it, how he got it, and when he got it, the city Board of Pharmacists is going to find out. Examinations are held in June and September, but Mr. Jeffers got his certificate before June.

"Mr. Jeffers receives \$100 a month, with free quarters, and everything 'found.' The chief druggist at the Presbyterian Hospital receives only \$65, and handles from 10,000 to 12,000 more cases than Jeffers does."

### California Board.

The California State Board of Pharmacy met at Los Angeles on the 6th and at San Francisco on the 18th of October, all the members being present, except Mr. Orena, who was unable to attend on account of sickness.

The following were registered as graduates: F. J. Atkinson, Helen G. Reynolds, Daisy M. Bowen, C. F. Wyatt, W. M. Bramhall, C. H. Ward, Albert H. Smith, Florence M. Hedges and Eugene A. Kiely.

Licentiates on credentials: James Findlay, T. V. Brown and R. H. Bohmannson.

The following named candidates, having passed a satisfactory examination, were registered as licentiates: Frank H. Drake, R. W. Dewar, J. R. Anderson, C. G. Chesnut, M. Horne, C. W. Baldrige, B. Barnickel, E. B. Griffing, J. R. Bransby, W. H. Weyer, W. A. Bocca, H. M. Angell, T. R. Logie, W. Trewartha, W. H. Farley, F. H. Zumwalt and L. E. Hardy.

The following having passed a satisfactory examination were registered as as-

sistants: C. E. Toogood, R. J. Newman, H. H. Morehead, R. L. Prouty, J. C. Fratis, J. M. Folks, E. H. Anthony, G. McBride and P. H. G. Baalmann.

O. E. H. Rauchsuss was registered as assistant on credentials, and G. L. Painter as assistant on his diploma from the California College of Pharmacy.

## MASSACHUSETTS.

### Meeting of the Boston Druggists' Association.

BOSTON, Nov. 5.—The first of the fall meetings of the Boston Druggists' Association was held at Young's Hotel on the evening of October 26th, with President Ingraham in the chair. After the usual dinner, the home talent of the association was brought into requisition. President Henry M. Whitney and Treasurer S. A. D. Sheppard, of the A. Ph. A., spoke upon the recent annual meeting of that organization. They were followed by Messrs. J. A. Gilman and F. L. Carter with an account of the Richmond meeting of the National Wholesale Druggists' Association. President Thomas Doliber, of the Proprietary Association, also narrated some of the happenings at the last annual meeting of his association.

Hon. G. D. Gilman was another speaker. He contributed information as to the business under consideration at the last meetings of the Boston Associated Board of Trade and Massachusetts State Board of Trade. Thomas Doliber was elected delegate to the Boston Associated Board of Trade for a term of three years. The next meeting will be held on November 30th.

The Boston wholesale drug trade is, at the present writing, in a very satisfactory state. Rust, Richardson & Co. say that business is holding up good and from the standpoint of volume is excellent. George C. Goodwin & Co. report an encouraging amount of trade, and these two firms seem to echo the sentiments of the other wholesale dealers in this city. These statements indicate that the retail trade is showing some improvement. It is a fact, too, that there are not as many clerks out of employment as was the case last summer, and wholesalers and drummers, who are the first to know when there is any scarcity in this direction, are now experiencing some difficulty in furnishing their customers with names of first-class compounders out of employment. The dealers in store fixtures report their business in an encouraging condition and the same can be said of the soda fountain dealers. The hot weather of last week lessened orders slightly, however, for the latter, but a cold snap will remedy this defect.

### The Paint and Oil Club of New England.

The Paint and Oil Club of New England held its annual meeting in Young's Hotel on the evening of October 13. It was the club's 102d dinner and the meeting was strictly a business one. Thirty-three members were present. Officers were elected as follows: President, Jacob W. Hoffmann, Boston; vice-president, George H. Shaw, Middleboro; secretary, C. W. Willis, Boston, and treasurer, William S. Cutler, Boston. The directors elected were: Frederic H. Newton, Lew C. Hill (re-elected), Daniel G. Tyler and Walter Tufts, of Boston; Charles M. Hay, of Portland; J. William Rice, of

Providence, and W. Henry Hutchinson, of Lynn.

Following the dinner, George L. Gould told how the passage of the alcohol law, relating to paint and oil dealers, was secured. The pen which was used by Governor Wolcott in signing this bill was then presented to C. H. Cobury, Lowell, a member of the committee.

Secretary Willis' report showed the club to have a membership of 127, including six honorary members. Eight new names were added last year and there were three resignations. The treasurer's report showed the finances to be in a satisfactory condition. The meeting adjourned with brief speeches from retiring President Charles F. Howland and President-elect Hoffmann.

### Gardner S. Cheney Dead.

Gardner S. Cheney, long identified with the retail trade on Union street died on October 20th. Deceased was born in Georgetown, Mass., January 26, 1828. He received only a common school education, but was a man of wide information, as he had been a great reader, observer and traveler. Mr. Cheney entered the drug trade in 1844, being employed by William Johnson, on Hanover street; in 1859 Johnson sold out to G. W. Swett, and Mr. Cheney remained with the latter until 1863, when he entered into business for himself, in partnership with William Heath, at 30 Hanover street—the firm title being Heath & Cheney. Later, E. Myrick entered the partnership, and after several changes and the death of Mr. Heath, the firm name became Cheney & Myrick, the location then being 15 Union street. In time Mr. Myrick sold out, and for a number of years past Mr. Cheney had been sole proprietor. He was one of the oldest druggists in the city. The funeral took place the following Sunday, and was attended by a large number of druggists.

### Suit at Law Affecting Druggists.

A case of considerable interest to the drug trade was recently tried in the Superior Court. It was an action for \$25,000, brought by Constantine D. Tuttein, administratrix of the estate of Frederick J. Tuttein, vs. West & Jenney. The suit was for damages for the conscious suffering of the plaintiff's intestate from October 26, 1892, when he was fatally injured by the bursting of a retort, over which he was at work refining camphor, until October 31, 1892, when he died. It was claimed that the explosion was due to the alleged unsafe and defective condition of the retort.

The defence was that the deceased had carelessly lifted the cover of the retort, and the burner, used to heat the retort, caused the explosion. It was also claimed that the retort was safe and proper for the use to which it was put. The judge took the latter view of the case and ordered a verdict for the defendants.

### A Book with a History.

Joel S. Orne, of Cambridgeport, recently presented the Massachusetts College of Pharmacy with an interesting relic. It is a copy of "The British Herbal and History of Plants and Trees, Natives of Britain, Cultivated for use or Raised for Beauty, by John Hill, M. D. Printed in London, MDCCLVI, for T. Osborne and J. Shipton in Gray's Inn; J. Hodges, near London Bridge; J. Newbery, in St.

Paul's Church Yard; B. Collins and S. Crowder and H. Woodgate, in Paternoster Row."

The book has a history, and this Mr. Orne has kindly consented to relate. His grandfather, Moses Stone, who was born in Watertown in 1749, and served during the war of the American Revolution at Bunker Hill, Dorchester Heights and Fort Ticonderoga, studied medicine at the close of the war, and it was at this time that he purchased the book in question. At his death, in 1803, the "Herbal" became the property of Aaron Stone, his son, and Mr. Orne's mother's brother. When Mr. Orne embarked in business, in 1841, the book was given him by his uncle, and now Mr. Orne, as above noted, has in turn presented it to the M. C. P.

### Drug Clerk Arrested for Theft.

J. T. Whitney does business at the corner of Hanover and Union streets, and has suspected for some time that his profits were being cut down from some source. Finally he took account of stock and found a quantity of goods missing. He suspected his head clerk, Gerald De Waltoff, and communicated his suspicions to the police. A night or two afterwards, just after the clerk had locked up the store, and while he was waiting for a car, an officer accosted him and asked him what he had in the bundle under his arm. At first he said it was empty, but finally admitted that it contained articles taken from the store. An assortment of supplies, valued at \$23, was found. He refused to tell how long he had been pilfering, but Mr. Whitney thinks he was connected with another store, which he was supplying with stock from Mr. Whitney's store. The clerk has previously had an excellent reputation. He took his arrest to heart, and asked for a revolver with which to commit suicide. His case will receive the attention of the courts.

### News Items from the Hub.

A cut-rate war is in progress in Taunton.

Mrs. L. E. Munson succeeds W. A. Whitney, Broadway, Somerville.

Edward Carney, formerly with C. H. and J. Price, Salem, has entered Tufts' Medical School.

Justin F. Bartlett has purchased a store at Brookline, and will run it under the name of the Brookline Pharmacy Co.

The Page Drug Co., of 784 Dudley street, is composed of Linwood M. Perkins, Charles R. Page and Alexander H. Copley.

Nathaniel J. Rust, of the Rust-Richardson Drug Co., has been elected a director of the Manchester Mills, Manchester, N. H.

The Board of Pharmacy met for the purpose of re-organization this month. President Whitney and Secretary Larrabee were re-elected.

Frank L. Decker, the popular president of the A. A. M. C. P., has left Salem and embarked in business in Beverly. His partner is Thomas F. Delaney.

George L. Robbins, of W. B. Hunt & Co., Washington and Eliot streets, has recovered from his long sickness, and is able to attend to business.

Joseph J. Moulton, of Salem, is to open another store in Bridge street. It is to be in white and gold and C. P. Whittle is at work on the fixtures.

S. A. D. Sheppard, Ph.G., is enthusiastic over the trip to and from the A. Ph. A. convention, and especially that portion of the journey which was by boat.

G. H. Ingraham, of West Newton, has returned from his New Hampshire farm and now W. A. Paine, his head clerk, is away on his annual vacation.

James W. Tufts has recently sold hot soda fountains to A. D. Marcy and Dr. J. F. Ryan of Tremont street, this city, and W. P. Underhill & Co., Concord, N. H.

C. P. Whittle has contracted to furnish the fixtures for the new Walker-Rintels store in the Back Bay, also that of James A. R. Underwood, Warren street, Roxbury.

H. L. Green, with stores at Manchester and Beverly, is soon to open another store in the last-named town. It is to be in white and gold, and C. P. Whittle is to furnish the fixtures.

H. J. Vargas, Ph.G., has purchased the Norway Pharmacy, corner of Falmouth and Norway streets. Mr. Vargas will run this new acquisition in connection with his Columbus avenue store.

I. A. Darling, of Turners Falls, is trying his hand at the insurance business, but he has not given up his store. He is general agent for the U. S. Life Insurance Co., and the Massachusetts Mutual Accident Association.

L. M. Tower, recently with W. B. Hunt & Co., Cambridge, has assumed the management of the store corner of Boylston street and Massachusetts avenue. This store has a new hot soda fountain of James W. Tufts' manufacture.

At the examination of the Board of Pharmacy, ending on the 7th, certificates were granted to Fred L. Robbins, of this city; Frederick A. Brandes, of Newport, R. I.; Arthur C. Rogers, of Gloucester, and W. L. C. Nichols, of Great Barrington.

At the coming meeting of the Boston Druggists' Association, President Henry M. Whitney and Treasurer S. A. D. Sheppard, of the A. Ph. A., will speak on the recent annual meeting of that organization. John A. Gilman, of Gilman Bros., and other wholesalers will relate their experiences at the convention of wholesale dealers, and it is anticipated that an account of the recent meeting of the Proprietary Association will also be received.

F. C. Brady has been in business in Fall River over fourteen years and his trade has increased to such an extent that he has taken in the adjoining store and removed the partition. This gives a floor space 35 feet wide and 60 feet deep. The floor is of pebbles, set in cement, and C. P. Whittle, of this city, has furnished the store with handsome black walnut fixtures with showcase counters. This arrangement produces a handsome effect. Mr. Brady expected to have his store open for business last Monday.

### Student Workers at Kew.

In connection with the hours of labor of the gardeners at Kew (Botanical Gardens) it is a point worthy of notice that some of these gardeners are in reality students, and in addition to their having to work for these hours in the gardens, they have to put in time at lectures, etc., in the evening. Some of the gardener-students are, I believe, ladies, and they have to work these hours, too. Botany must have strange fascinations for the student who consents to pursue his, or her, studies on such terms as these.—Truth.

The acknowledged excellence of the pharmaceutical colleges of the United States is, no doubt, primarily due to the fact that they were established by pharmacists for pharmacists; the results being the establishment of schools of real utility to pharmacy. Such a school is the Albany College of Pharmacy, and students would do well to write to this institution at Albany, N. Y., for its announcement.

Dr. Stocker, of Glasgow, believes that the most distressing movement of a ship—the pitch, which is the chief cause of seasickness—can be antagonized by means of a full respiration taken deliberately with each descent of the ship.

## PENNSYLVANIA.

### For a Monument to the Discoverers of Quinine.

PHILADELPHIA, Nov. 5.—Prof. Henry Trimble has been selected by President Bullock, of the Philadelphia College of Pharmacy, to raise funds for a monument to be erected in honor of MM. Pelletier and Carentou in front of the Ecole de Pharmacie, Paris. A communication from the French society asking the Philadelphia College to assist in securing enough funds so that the discoverers of quinine and strychnine and a number of other organic compounds could be specially honored, was received some time ago, and the appointment of Prof. Trimble is the outcome. Prof. Trimble has taken the matter up in earnest, and on the same night of his appointment he sent out a number of letters soliciting contributions. He intends, in a few days, to make a thorough canvass, and all the leading pharmaceutical societies will be asked to assist in raising the fund. A number of favorable replies have been received, and it is thought a substantial sum will be realized from the members of the college alone. The object is a worthy one, and there is hardly any doubt but that the druggists and doctors of the United States will not let such an opportunity pass without doing their part to show that the profession in this country recognizes men of science.

### Mr. Dalley's Movements in Philadelphia.

Henry Dalley, Jr., of New York, who has for some time past been taking a great interest in having such legislation enacted as will place alcohol in the uses of arts and medicines on the free list, was in this city on November 3d. Mr. Dalley was sounding the leading manufacturers here, and he was greatly encouraged with the support he was promised. During the next session of Congress a determined effort is to be made to secure legislation in connection with free alcohol, and the outlook at this time is said to be very encouraging.

### Schuylkill Druggists Form an Association.

The druggists of Schuylkill County have become tired of making complaints to the various wholesale drug houses in reference to selling goods to cutters, and they have taken the matter in their own hands. On October 29th, the druggists in that county met at the Mansion House, Mahanoy City, and organized the Schuylkill County Pharmaceutical Association. The following officers were elected for the ensuing year: President, H. N. Cox, of Schuylkill Haven; vice-president, J. W. Snyder, Mahanoy City; secretary, L. C. Vosage, Ashland; treasurer, P. D. Kirlin, Shenandoah. The Executive Committee is composed of J. N. Hodson, Pottsville; J. H. Hagenbuch, Mahanoy City; M. A. Porter, Tamaqua. The object of the association, it is said, is for the mutual benefit of the country druggists with the understanding that the standard prices on certain goods are to be fixed and maintained. The next meeting, which will occur in a few weeks, is to be held in Shenandoah.

### Rosengarten & Sons to Manufacture Quinine.

Rosengarten & Sons, the well-known manufacturing chemists, of this city, are

erecting a new building at Thirty-sixth and Reed streets. This firm owns considerable ground in that vicinity, and for some time past have been putting up certain buildings, which were more adapted for the manufacture of their line of goods. It is understood that the new building is intended for the manufacture of quinine. Those connected with the company were somewhat reticent regarding the nature of the building, but from those on the outside, it was learned that it was for the above purpose. This house has not manufactured quinine in any great quantities since it was put on the tree list, but it is understood that it will be an active competitor with those who are now engaged in the business.

The Philadelphia College of Pharmacy is endeavoring to encourage the collection of flowers and plants, and to foster among the students a taste for the study of botany. To make the study more attractive and provide an incentive to the new students to take an interest in it, some of the friends of the department of botany and pharmacognosy have offered a prize to be known as the Herbarium prize. This prize consists of \$25 in gold, offered for the best student's collection of herbarium specimens. The conditions of the bestowal of the prize are as follows:

1. Each contestant must have passed his examinations for one of the degrees offered by the College.
2. The collections presented in competition must each contain at least one hundred different species of plants, and they must be mounted on standard herbarium paper. Each specimen must be labeled on the lower right-hand corner of the sheet with the botanical name and natural order of the plant, and with the date and locality of its collection, character of soil and any other useful information.
3. The work must be done entirely by the competitors.
4. The judges who award this prize shall consist of the Herbarium Committee.
5. All of the collections offered in competition for this prize shall become a part of the permanent collections of the College.

### News Here and There.

G. L. Geiger, of Broadway and Stevens street, Camden, has returned from a trip to Niagara Falls.

Dr. William Shaeffer, of Camden, has been re-elected treasurer of the New Jersey Wire Stitching Co.

Jesse Pechin, of Thirteenth and Columbia avenue, has had a new hot soda water apparatus placed in his store.

W. H. Vandergrift, of Bridesburg, who has been taking a rest at Point Pleasant, New Jersey, is back in his store.

James Buckman, Eighth and Green streets, has gone to Old Point Comfort to attend a meeting of the Natural Gas Companies.

Dr. Norton, who recently purchased the drug store at Eleventh and Somerville streets, has become tired of it and recently sold it out at public sale.

W. H. Whittaker, who was formerly with John Wyeth & Bro., has gone into business for himself, having purchased the drug store at Judson and Berks streets.

Frank Dannenhauer has opened a new store at Sixth and Jefferson streets, which he has stocked with a fine line of goods and equipped with all modern fixtures.

Marshall Herr, formerly of Denver, Col., but originally of this city, has purchased the drug store in Germantown which was recently conducted by Smyser & English.

L. G. Donahue, of Phoebus, Va., was in the city a few days ago. He visited many of the large wholesale drug houses here and laid in many new articles for his store.

Dr. A. F. Pollard, who recently purchased the drug store at Fifteenth and Locust streets, has made a number of improvements, and the store is now greatly changed for the better.

James Crawford, of 2900 Frankford avenue, one of the rising young botanists of this city, is eagerly sought for by those who want lectures on plant lore. Recently he delivered a lecture at the Academy of Natural Science, which is deemed quite an honor.

Rush P. Marshall, who for a number of years conducted a drug store at Sixteenth and Race streets, has become interested in the manufacture of native essential oils, and has opened an establishment at Ontario, Cal., under the firm name of Marshall, Field & Co.

George Russell, who has the drug store at Thirty-sixth and Haverford streets, having become tired of running the store by himself, has taken a partner for life. Accompanied by his wife, he is now on his wedding trip, which will take him over a wide territory.

Dr. J. N. Work, who for a long time conducted a drug store at First and Fairmount avenues, has sold it to Geo. W. Freeman, who was at one time connected as a salesman with Parke, Davis & Co. Dr. Work has not given up the drug business, as he has bought another store at Edge Hill from the widow of Wm. E. Donahue.

Robert Chew, who has charge of the sundry department of Smith, Kline & French Company, states that there is a better demand for all goods, especially those which are used during the holidays; collections are also better and business has had a decided improvement. Mr. Lockwood, the manager of their cigar department, has introduced a number of new brands of cigars, and the business has become one of the features of this large house.

The drug store at the northeast corner of Twenty-third and Parish streets, which has been managed for the past few months by Druggist Siddall, is now being conducted by John A. Iudge. This store is owned by Dr. H. L. Sickel, but owing to his large practice, he cannot give it the time it requires, and therefore he has secured an able manager. Dr. Sickel takes his turn at administering to the wants of the customers, when he is not otherwise engaged.

Charles E. Hires & Co., who were among the first to take up quarters in the new Bourse Building, have removed their offices to their factory at Delaware and Fairmount avenues. This move was occasioned on account of a desire on the part of the officers of the company to consolidate their offices so that the business could be more readily handled. The building in which the officers are now located is a large one, and is on the line of two railroads, which gives it splendid shipping facilities.

Many of the wholesale druggists who attended the annual meeting of the N. W. D. A., which was held in this city last year, have a tender spot for this city, and on their way back from the annual meeting at Richmond, they stopped over in this city several days. Mr. and Mrs. John McKesson, of McKesson & Robbins, New York, spent a few days here and enjoyed the good bicycle riding the streets of this city furnished. Mr. and Mrs. Geo. A. Kelly, of Pittsburgh, were also here at the same time.

Frank Fleming, of J. C. Altick & Co., Shippenburg, Pa., was here recently. Mr. Fleming is one of the champion amateur bicycle riders in this State, and whenever he is in this city, if there is a bicycle race on hand, he is always present, well up in the bunch. On his last visit he visited the races at Willow Grove, and it is said his selection was good, as his man won, and consequently he was happy. He has ridden many a mile, and is considered one of the best riders, as well as one of the most pleasing druggists in his vicinity.

William A. Ingersoll, who for a number of years past has been the secretary and treasurer of Charles E. Hires & Co., has resigned his position with this corporation and has entered business for himself under the name of William A. Ingersoll & Co. Mr. Ingersoll intends to deal in vanilla beans, in which he has had a long experience and has secured the good will of the trade. Mr. Ingersoll did not enter into this new business until the pressure became so great from a number of influential men in New York that he thought he was making a mistake by not accepting the offer. While his new venture is still in its infancy, the prospects are decidedly bright, and he has made a number of large sales.

## Passed the Pennsylvania Board.

At the recent examinations of the Pennsylvania State Pharmaceutical Examining Board in Philadelphia and Pittsburgh, 308 applicants appeared for examination—224 at Philadelphia and 84 at Pittsburgh. The Philadelphia class consisted of 113 applicants for registered pharmacists' certificates and 111 applicants for qualified assistants' certificates. Of this number, 24 of the first named and 66 of the latter succeeded in passing the examinations. The Pittsburgh class consisted of 58 applicants for registered pharmacists' certificates and 26 for qualified assistants' certificates. Of this number, 13 of the first named class and 18 of the latter succeeded in passing the examinations. The next meeting of the board for the examination of applicants will be held in Philadelphia on Saturday, January 15, 1898. For full information, address the secretary, Charles T. George.

Following is the list of successful applicants:

Philadelphia—Harry B. Althouse, John Henry Lehr, Richard Wokatsch, George Alvin Meyers, Jacob W. Pfoutz, William Lemuel Spear, Charles B. Pierce, Alpheus Peter Breithaupt, John Francis Houch, John J. Brown, Thomas Hunter McNeil, Harris Lime Taylor, Charles L. Zentner, J. Dallas Seiberling, Charles Marell, Daniel H. Swinehart, Andrew W. McBrinn, J. Bowman Winger, Edward O. Franche, Dell Noblitt Ross, David Edward Nickles, Howard Grant Smoker, Lucian Scott Kemp, Samuel B. Davis, Walter Clement Mutty, William Allen Chamberlain, George W. Geasey, Harvey E. Wenner, Joseph Daniel Mowry, Joseph Robinson, Frank B. Kirby, Peter D. Hottenstein, George Herbert Keyser, Alfred Heimberg, Edwin C. Zinn, Henry C. Woelckie, Thomas B. Lore, Henry F. Griesmer, J. Paul Lauer, William C. Andrews, H. Curtis Hensell, Fannie B. Margalin, Frederick W. Beaver, Charles W. Esperman, Thomas Booth, John Henry Booth, Frederic W. Sigel, James Garnett McCollin, Elwood K. Pfeiffer, Charles H. Jackson, Albert W. Stakel, Frank B. Ross, William Irvin Laucks, William F. Kiefer, Albert C. Menger, John Allen McFall, Joseph J. Levy, Mary Caroline Greer, Grace Mathers, Anna C. Ross, George Koehler, William H. DeBeust, Ivan L. MacPherran, John George Heckman, Charles Barth, Herbert K. Bachman, John K. Frederic, Edward Parry, Albert S. Brumbaugh, Henry L. Hetrick, Henry Curtis, Miles Herman Shimer, Graydon Duncan Mervine, William B. Wilcox, Peter Stemp, Frank H. Jenkins, Martin B. Schroeder, William P. Wenrich, Edwin Merriam Hott, Theodore B. McClintock, Frederick S. Day, Herman Hugo Snyder, J. Edwards Black, John Paddock, Lloyd Lott Mountain, William Henry Sheehan, Fred P. Schaemmele, William J. McDonald, Laura M. Smiley.

Pittsburgh—Edgar F. Booker, David S. Fox, Arthur E. Fischer, Frank A. DeWitt, William H. Wesley, Edward E. Gayetty, Tony B. Rogers, Charles J. Weiss, Arthur M. Lyon, Ralph O. Stanford, Fred M. Allison, Geo. W. Danzberger, Charles John Neubig, Chas. Schwartz, Wm. C. Denslow, Fred A. Nachman, Samuel Earle Bell, Clyde N. Honnell, Archibald U. Carter, Chas. J. Rosenzweig, Chauncey N. Johnson, Frank Straub, Harry J. Streuber, Kent C. Scott, Charles Cherdson, Frank W. Gamble, William J. Forker, James E. Dougherty, J. E. Phillips, Clarence P. Mercer, George W. Hacker.

## WESTERN NEWS NOTES.

E. O. Martin, of Nunda, Ill., has sold out.

Peter H. Jurgensen has succeeded P. H. Jurgensen & Co. at Lowden, Ia.

Westenhaven & Hurlbut, of Kewaunee, Wis., have disposed of their stock to F. W. Froemke.

General William Clendenin, of Moline, Ill., has confessed judgment to Dr. P. S. McKinnie, of Evanston, in the sum of \$1,036, and his store has been placed in the hands of the Sheriff. The failure is said to be due to the defaulting of Frank Clendenin, of Joliet, whose notes had been indorsed by General Clendenin.

A clerk in the Frank Nadler Co., Des Moines, Ia., was arrested September 16th and sent to jail for thirty days. He was caught selling toothbrushes to a second-hand store, which he had stolen from the firm. A quantity of perfumes was also found, which he or some one else had stolen from the same firm. As the young man had been forgiven several times, the Nadler Co. felt compelled to punish him.

## OHIO.

### Vendors of Impure Liquors to Be Prosecuted.

CINCINNATI, O., Nov. 10.—Now that the election is over the vendors of alleged impure liquors are to be prosecuted to the bitter end. The order was sent out from Columbus about a week ago by Dairy and Food Commissioner Blackburn, and as a result about forty persons of this city, who conduct barrel houses and grogeries, will be within the clutches of the law the early part of next week. A raid was planned by Deputy Commissioner Reymer a short time ago, and sufficient samples were secured to occupy the attention of several magistrates for at least two months. The samples were sent to Columbus and an analysis reveals the fact that none of them were up to the standard. In a number of cases the proprietors refused to disclose the names of the persons from whom they bought liquors.

When asked about the matter, Deputy Commissioner Reymer stated that he had visited all the barrel houses and a number of suburban drug stores and purchased samples of what is being sold for whisky. He claims that nearly all the stuff which he gathered is below the standard, and that most of it is badly adulterated. Mr. Reymer said that the law relative to the sale of liquor is being violated in a number of ways. Only during the past week, a number of samples were gathered which were not properly labeled. Assistant Commissioner Reymer went to Columbus the latter part of last week to confer with State Commissioner Blackburn in reference to swearing out warrants for a number of persons here. It is feared that this crusade will be the means of causing a number of small liquor dealers and druggists to break up in business. The large compounders who sell these small dealers goods will, no doubt, come to the front and do battle in a legal way against the Dairy and Food Commission in order to save their customers, who are not able to pay attorney fees. The result of the crusade is being watched with much interest, as it is an open secret that Blackburn and his men were held off from doing anything in Ohio until after election, in order that feeling could not be stirred up against the dominant party.

### Sale of Adulterated Sugar.

The Pure Food Commission is experiencing no end of trouble in convicting grocers who are charged with selling adulterated sugar. The case of the State against Kopp was tried in Columbus last week for the third time, and the jury returned a verdict of not guilty. In one case the verdict was a dismissal on account of a defective affidavit, the charge being that a defendant at Troy, Ohio, sold sugar adulterated with Prussian blue, when the analysis showed that ultramarine blue had been used. In the two cases tried in Columbus, a number of experts were summoned, and the department was backed up to the last with an analysis of the sugar by the chemist in the appraiser's department in the Custom House in New York. The point upon which the State fell down in the last case was the fact that experts testified that the pro-



cution had switched its samples, which were presented as evidence. The claim was strongly urged by the defense that the samples produced and analyzed were not samples of the Dutch brown sugar sold in the ordinary channels of commerce or sold by the defendant in the case.

### A Big Advertiser.

Brent Good, of New York, president of the largest proprietary pill company in the world—the makers of Carter's Little Liver Pills—was in the city last week. This company has manufacturing plants in this country, England, Australia and Canada. The salary of Mr. Good is said to be \$50,000 a year, equal to that of the President of the United States, who is compelled to use his pills, he says. Mr. Good stopped at the Grand Hotel. He has been coming to Cincinnati for forty years, and was the second man who registered at the Grand, and helped to unpack the dishes from which the first dinner was served in the hotel many years ago. "We have spent \$700,000 in advertising in Great Britain," said Mr. Good, "and while our progress has been slow, we have found that we were steadily gaining ground and are now getting fair returns for our great outlay. We advertise in 9,000 newspapers and our bill in that line last year was \$360,000."

### The Tax-Free Alcohol Hearing.

Little interest was manifested in this city in the doings of the Congressional committee which is sounding the feelings of manufacturers in reference to putting alcohol on the free list for use in the arts and sciences. Senator Platt and Congressman Russell, of the Joint Committee, held a session at the Grand Hotel last Wednesday. Among those who appeared before them were W. J. M. Gordon, Prof. John Uri Lloyd, Otto Beix, Wilmot J. Hall, Dr. Alfred Springer, William N. Hobart, George Niemi and a delegation of molding manufacturers. After a short session, the gentlemen from Washington decided to adjourn. When George Merrill, who also appeared before the committee, was asked if his concern would join the Cincinnati exhibition at the Paris Exposition in 1900, he replied: "Our company will not exhibit in Congress, because of the retention of the 1,400 per cent internal revenue tax on alcohol used in manufacture. There is no such tax in European countries, and with it, there is no use for us to try to compete with them. The actual cost of alcohol is about 15 cents a gallon. The tax on it is about \$2.20 per gallon, which makes the aggregate cost about \$2.35. This tax is double that on whiskies and high wines, which is \$1.10. Every manufacturer will tell you that the tax on alcohol is out of all proportion, and not in accordance with common-sense."

### Heard on the Street.

Soda water business is on the wane.

The Drug Clerks' Association was a fizzle.

Harry Striethorst has returned from French Lick Springs, Indiana.

Chemist Arthur Morgan is now a practicing attorney. He will do well.

N. Ashley Lloyd attended the meeting of the National Wholesale Druggists' Association at Richmond, Va.

Will Goldkamp, formerly with G. F. Herman, at Thirteenth and Vine streets, has accepted a position in Ashland, Ky.

It is now the Hon. John C. Otis. He will be a member of the next General Assembly at Columbus.

George Kylius will remodel his pretty drug store at Woodburn and Madison avenues, Walnut Hills.

H. C. Ulen has sold his drug store at Fourth and Smith streets to Albert Meininger. Ulen will study medicine.

Photography has a strong hold on local pharmacists. Most of the Cincinnati "pill rollers" own cameras of their own.

Wholesale Druggist Billy Hale is authority for the statement that business is picking up in Ohio and the adjoining States.

Cora Dow is doing a nice business in her handsome new pharmacy in the Groton building at Seventh and Race streets.

Frank Phillips, the old druggist who is now making books on the race-track, has gone to California for the winter.

Fred Schanzle, the well known druggist and postmaster of Elmwood Place, is remodeling his pretty pharmacy on Spring Grove avenue.

J. H. Linnemann, the popular Walnut Hills druggist, has returned from his annual two weeks' vacation, much improved in health.

Julius Adler, who was Dairy and Food Commissioner Blackburn's first assistant in Southern Ohio, is making cigars for a living now.

Dr. John C. Otis, the clever physician-druggist at Sixth and Vine streets, is a candidate for Representative on the fusion ticket. He'll win, too.

Joe Lambert, who for years conducted local drug stores, has not done well as a follower of the races. He still owns several horses, however.

Will Wagner, the druggist at Seventh and Vine streets, has had the exterior of his pharmacy painted. The improvement was badly needed.

Miss Margaret Reid, daughter of the well-known Lebanon pharmacist, was married last week to Dr. D. Seikes, a well-known Southern physician.

Ed. Voss, the well-known druggist at Twelfth and Vine streets, has just returned to the city from his annual vacation. He enjoyed his outing, which he put in hunting and fishing.

The present session of the Cincinnati College of Pharmacy is one of the most prosperous in the history of the noted institution. There are more students than ever were here before and everything is running smoothly.

Assistant Food and Dairy Commissioner George Keymer states that he will soon begin a crusade against the dealers in oleomargarine. It is said that the stuff is being sold contrary to law.

Fred J. Boss, formerly a clerk in the employ of Alfred DeLang, has purchased the Hills pharmacy in Hartwell. Mr. Boss is going to refit the store, and as he is popular and competent, it is thought that he will do well.

Dr. W. T. Grigsby was a welcome visitor to the Queen City during the past week. He purchased a stock of goods for a pretty pharmacy at Ravenwood, West Virginia. Dr. Grigsby expects to have one of the nicest little stores in his native State.

The show windows of Cora Dow's new drug store, at Seventh and Race streets, are attracting considerable attention. The goods in the windows are tastefully arranged by a competent window dresser and they are changed often enough to make them interesting.

The Stein-Vogeler Drug Company has issued a neat trade review, which will doubtless meet with appreciation from local druggists. The pamphlet is to be issued monthly and it is edited by Mr. Hills, who has charge of the cigar department for this progressive house.

On account of ill health Howard Platz, of Bellevue, Kentucky, has been compelled to retire from business. Mr. Platz contemplates a visit to Colorado and his host of friends in this region hope that he will be benefited by the high altitude where he is going.

Escaping gas caught fire in the laboratory of Werner & Simonson, at Ninth and Race streets, on the morning of September 24th last. A number of paintings were burned, but the fire was extinguished before any serious damage was done. This firm has one of the best fitted laboratories in town.

The next meeting of the Ohio Board of Pharmacy will be held in Cleveland, November 12. Persons desiring to appear before the Board for examination should apply to Secretary W. R. Ogier, of Columbus, for blank applications, as these forms must be filed with a notary public before the day of examination.

James A. Smith, of Middletown, O., will about the first of the coming year move his stock to London, O., to the old stand formerly occupied by his father, Dr. Auburn Smith. His brother will be associated with him under the name of Auburn Smith's Sons. Both young men are popular pharmacists and their success is assured.

Harry Wood has sold out his interest in the firm of Martin & Co., at Winchester, Ky., and will in the future reside in Maysville, Ky. During the coming winter, however, Mr. Woods will while away his time at Asheville, North Carolina. Harry's legion of friends hope he will get back his former good health.

The Bramble pharmacy, on Broadway, near Fifth street, has been purchased by H. Spechhold, who will move it to Liberty and John streets, in the room formerly occupied by Druggist H. W. Stegemeyer. The Bramble stock and fixtures are certainly desirable property and Mr. Spechhold has no doubt made a good investment.

## PHARMACY MATTERS IN OHIO.

### Increased Attendance at School of Pharmacy.

CLEVELAND, O., Oct. 19.—The Cleveland School of Pharmacy has opened with the largest freshman class in its history. Owing to the change to a three-years' course, with stringent entrance requirements, the educational qualifications of the entering students are unusually high and the average age is about one year more than formerly. The junior class is fully up to the standard. As the course has been lengthened one year there will be no senior or graduating class this year. The attendance numbers 49, of whom 31 are freshmen.

### Requirements of the Ohio Board.

The Board of Pharmacy held their annual examination here October 12th. There were 120 examined, of whom 96 took the pharmacists' examination. The board requires three years practical experience and an age of 21 years to enter the pharmacists' examination and two years' experience and an age of 18 years to enter the assistant pharmacists' examination, and all this information must be sworn to before a notary public, making the candidate liable for perjury if the information is false. Notwithstanding the great risk incurred in falsely swearing, it happens occasionally that some such persons are discovered, and then the certificates are revoked and suit entered. Two such cases occurred within the past month, the young men having given wrong information in regard to their ages.

### Lack of Knowledge in Applicants.

At the recent board examination the general lack of knowledge in regard to the names of crude drugs and U. S. P. chemicals was seriously apparent; thus, iron lactate was generally pronounced to be either toenugrek or comp. licorice powder; buckthorn bark was usually called wild cherry; colchicum seed considered black mustard seed and saigon cinnamon called cassia.

### Co-operative Manufacturing Not Approved.

The attempt to form an association to manufacture non-secret remedies does not meet with general approval here. Many believe the pharmacist is taking great risks and undue authority in recommend-

ing remedies for diseases of opposite nature, a la patents. The commercial possibilities of such enterprises have been called in question as well. It has been suggested a start be made with a single "legitimate" home-made non-secret, and carefully study all conditions necessary to make a business success of this one article, and if this proves feasible to very slowly introduce, one at a time, a few others.

A committee of the Cleveland Pharmaceutical Association has nearly completed a price list of the ordinary galenicals, such as paregoric, laudanum, blue ointment, etc., and it is likely to be adopted. I shall add the list to my next letter.

#### Telephone Charges Discussed.

A special meeting of the association was held October 15th, with an attendance of nearly fifty members, to consider the extreme irregularity of the charges made for telephones in drug stores. It seems the telephone company is trying to force druggists to pay \$120 annually for a metallic circuit or else put in a slot machine with following schedule:

1,200 calls.....	\$60 annually
1,760 calls.....	80 annually
2,400 calls.....	100 annually
3,120 calls.....	120 annually
3,920 calls.....	140 annually

All over 3,920 calls 10 cents each, with a commission to the druggists of 50 per cent.

The above would be enforced if a city ordinance did not regulate the price of ground circuit from \$72 for distances a mile from the exchange, with an increase of \$12 for each additional mile.

After a very heated discussion of two hours the matter was postponed for further debate.

## MICHIGAN.

### Dingley Tariff Accelerates Alkali Manufacture.

DETROIT, MICH., Nov. 4.—The stiff tariff placed on soda ash by the Dingley law is having an accelerating effect on the operations of the United Alkali Co., at Ecorse, a suburb of Detroit. Dr. Ferdinand Hurter, of Widnes, England, chief chemist of the United Alkali Co., of Great Britain, accompanied by Edward J. Duff, chief engineer of the company, and E. P. Floyd-Jones, representing J. L. & D. S. Riker, American representatives of the company, visited the grounds in the latter part of October, looking after the preliminary arrangements for the building operations.

The company owns 100 acres along the Detroit River, containing an enormous bed of rock-salt, and the other materials for the manufacture of soda and other salt products are abundant in the immediate neighborhood. A plant with a capacity of 500 tons a week will probably be first erected, and others will be added as they are needed. Works will also be built for the manufacture of hydrochloric acid, chlorine compounds, chlorinated lime, chlorate of potash, bicarbonate of soda and caustic soda.

At its English works, this company uses the old Le Blanc process, which commences by decomposing the salt with sulphuric acid. This requires the production of large quantities of sulphuric acid by the combustion of iron pyrites, which contain about 50 per cent of sulphur;

from 2 to 3 per cent of copper and small quantities of gold and silver. The sulphur, after passing through the process, is recovered in the form of pure sulphur. The copper, gold and silver are also extracted, and the iron oxide is used in the manufacture of metallic iron in blast furnaces. The Le Blanc process thus gives a great number of by-products.

The decomposition of salt with sulphuric acid produces hydrochloric acid and sulphate of soda, both salable articles, the latter being largely used in the manufacture of glass. The hydrochloric acid is used as raw material for the manufacture of chlorine compounds, such as chlorinated lime and chlorate of potash. With the manufacture of all the by-products about 7,000 men will be employed.

C. H. Mitchell, whose store was burned in Detroit a few weeks ago, is preparing to open one of the largest drug departments in his Woodward avenue store to be found in the city. Herman L. Barie has been buying stock in several cities for some time.

## ILLINOIS.

### Shot Himself Accidentally.

George Weinberger, a North Side druggist, is dead as the result of an accident while hunting near Peoria. Mr. Weinberger's father died two and one-half months ago, and the son, who assumed charge of the business, labored hard with the inventory and with getting affairs in shape for a continuance. When he had finished, he started on a hunting trip. One evening he found the door locked and attempted to enter the house where he was stopping through the window. In dragging the gun after him, Mr. Weinberger accidentally discharged the weapon. He was so badly injured that he died within two days. His death caused many expressions of sorrow among druggists and the members of the sharpshooters' society to which he belonged.

### Druggists to Make Cigars.

The Chicago Apothecaries' Society held a meeting, October 29th, that was uncommonly well attended. The druggists gathered at "Billy" Mangler's, on La Salle street. The business considered was a recommendation in regard to the formation of a co-operative cigar factory. After a general discussion, the matter was referred to a committee of five, consisting of Messrs. Wells, Sempill, Baker, Wooten and Waldron, to report at the next meeting, December 2d, which will also be the annual meeting for the election of officers. Manager Anderson, of the Detroit Pharmacists' Cigar Co., arrived soon after to protest against the promoter of the scheme, he being an employee of the Detroit factory. Mr. Anderson wants a co-operative factory established in Chicago, but does not want it independent; he wishes to have it affiliated with the Detroit factory.

#### Notes.

L. A. Fisher, Hawkeye, Ia., has sold out to H. B. Adams.

E. S. Brainerd & Co. have succeeded P. N. Coombs at Oak Park.

John Gade, Jr., has succeeded John Gade at 197 Ogden avenue.

W. P. Crabbe, Streator, Ill., is in the hands of the sheriff.

A. Roth has succeeded J. Warburg in his West Twelfth street store.

Paul E. Finniger has succeeded H. K. Hibben at 420 Twenty-sixth street.

George Shriner has quit his old location in Evanston for one on North avenue.

The store of W. P. Crabbe & Co., at Streator, Ill., has been closed by the sheriff.

Rudolph H. Hanke, at 80 East Chicago avenue, has been succeeded by Theo. A. L. Lempke.

C. W. Green, at Clark and Monroe, has sold out to Hanbold & Lempke.

A. W. Schroeder is now occupying the store at 296 North Western avenue, formerly owned by V. F. Masilko.

Jas. Cerny & Co. have purchased the trade and good will of the Western Pharmacy, at Twelfth street and Western avenue.

The drug firm of Miller & Tigner, at Churdan, Iowa, has dissolved. Mr. Mitter alone will conduct the business hereafter.

William Hickie, who is a graduate of the Philadelphia College of Pharmacy, will open a new store at Twelfth and Wells streets.

Among the recent incorporations at Chicago is the Wool Soap Co. The incorporators are: Albert H. Veeder, Henry Veeder and C. B. Hofenheimer.

The cigarette license of Whiting & Jacobs, druggists at 425 Clark street, has been revoked, owing to the fact that the store is within 200 feet of a public school.

The firm of Wardrobe & Jones, at Brandon, Wis., has dissolved, W. C. Wardrobe having sold out to W. A. Turner. The firm is now Jones & Turner.

The Hyde Park Drug Co., Chicago, has been incorporated. The capital stock is \$10,000, the incorporators being John T. Richards, Robert R. Reynolds and Florence Roberts.

The store of the Pyatt Pharmacal Company, at St. Van Buren street, in the Fisher building, has been closed by the sheriff and the stock disposed of at a mortgagee's sale.

Henry F. Thoma, a druggist at 1932 Archer avenue, has been successful in prosecuting Louis Hirschberger, a former employee, for forgery. Hirschberger has been held to the Criminal Court.

Harry Blanc, a drug clerk employed at 324 State street, was taken to the County Hospital October 12, suffering from the effects of morphine. It is alleged that he took the drug to induce sleep. He will recover.

The People's Pharmacy, 3046 Wentworth avenue, has been seized by the Wells-Fargo Express Co., owing to an alleged shortage of \$2,800 in the accounts of Bodo Uhlendorff, manager of the store, who is also an agent for the express company.

W. E. Holland, Jr., who has a drug store at Fifty-fifth street and Madison avenue, succeeded in having Miss Emma L. McDonald fined \$5 by Justice Quinn. Mr. Holland testified that Miss McDonald, who is a dressmaker, struck him in the face with a book.

Charles Murphy, an Indianapolis druggist, was seriously injured in Chicago on October 8. Mr. Murphy saw a crowd of men quarreling on Clark street, between Harrison and Van Buren, and undertook to act as peacemaker. He was stabbed twice in the neck and was removed to the County Hospital.

The Drug Trade Bowling Club is holding regular meetings and the members are having such good times that many of them do not return home until such a late hour that it becomes necessary for them to use the owl cars. The attendance at the contests is excellent and the fun is fast and furious from start to finish.

The Hyde Park and Woodlawn districts are in the midst of a "blind pig" war. Many arrests have been made and nearly 100 warrants sworn out by Inspector Hunt. All manner of storekeepers are included, among them being a number of druggists. Among those who have been punished the name of R. Matkin, druggist, Forty-third street and Berkeley avenue, appears. A case against Oscar F. Schmidt, at Forty-third street and Lake avenue, was non-suited.

Wickert & Moore are the gold letters over the door at 1815-17 Milwaukee avenue, at the corner of Hayne. This pharmacy was recently owned by Frank C. Lund, who has retired. Mr. Al. Wickert, the manager, was for two years head prescriptionist at Keat's pharmacy in this locality. The firm's chance for success is excellent.

Karl Becker, whose drug store is at Hudson avenue and Wisconsin street, has been of aid to the police in ferreting out a murder mystery. As some murderers were known to have climbed a fence surmounted with sharp spikes a look-out was kept for men with lacerated hands. Mr. Becker dressed the wounds of one and reported the matter to the officers.

The following druggists have visited Chicago recently: Dr. Rinehart, with the Martin Drug Co., Anaconda, Mont.; E. L. Boerner, Iowa City, Ia.; J. M. Helmer, of King & Helmer, Paxton, Ill.; Jesse Ford, What Cheer, Ia.; A. Masinda, Prague, Neb.; W. E. Shrader and wife, Iowa City, Ia.; Dr. A. Hayden and wife, Shullsburg, Wis.; J. W. Runner, Shelby, Mich.; J. A. Durand, Lima, Ind.; Fred. J. Brown, Lagrange, Ind.; Mr. Miller, of Miller Bros., Millersburg, Ind.

Herman H. Nagel, who owns the handsome pharmacy at Fifty-fourth and Morgan streets, Chicago, is one of the progressive druggists of the city. His store, recently fitted up, is of elegant design, being fitted up in quarter-oak by Alexander H. Revell & Co., Chicago, the well-known drug store fixture manufacturers. The counter show cases are of the combination kind, composed nearly entirely of glass. The shop furniture bottles were supplied by Whittall, Tatum & Co., and the stock by Morrison, Plummer & Co. Mr. Nagel is a graduate of the Chicago College of Pharmacy, Class of '90, and was for six years head prescription clerk for G. P. Borwig, at Thirty-seventh and Halsted streets.

### A Gigantic Institution.

It may not be generally known among our readers that the largest, as well as the most useful institute of the kind in existence is the "Institute Pasteur," Paris, France. At the opening of this great "World's Educator" in 1886, Louis Pasteur, in whose honor the Institute was named, made over to the Institute the immense laboratories bearing his name, and which he had so successfully conducted for a period of thirty years. Since that time the "Pasteur Laboratories" have been a part of the "Pasteur Institute," and the great scientist was at once placed in charge of the entire affairs as its first director. This position he held with marked distinction until his death, in September, 1895. The laboratories have been repeatedly enlarged by the addition of special departments until at this time, both in extent and usefulness, they stand without a rival in the whole world. After the death of the illustrious founder, a worthy successor was named in the person of Prof. Roux, of diphtheria antitoxin fame, who had been an intimate friend and co-worker with Pasteur for twenty years. The new director seems to possess the same happy faculty as Pasteur of surrounding himself with men of the highest possible attainments, so that to-day the different departments of the laboratories are presided over by such men as Marmosek, Calmette, Metchnikoff, Chamberland, Yersin and Danysz, the mention of whose names immediately suggests some great achievement in the world of medical science. It should be borne in mind that the Pasteur Institute of Paris has no branches in this country, and that its biological products are supplied exclusively by the Pasteur Vaccine Co., of Chicago.

Henry Bogert, cashier of the Hegeman Corporation, died suddenly on Monday, October 18th, at the Chambers Street Hospital. He was taken sick while on his way to his home, at 115 Lefferts place, Brooklyn, and removed to the hospital. He was a Seventh Regiment veteran, and in early life was noted as an athlete.

## MISSOURI.

### The Tax on Alcohol—The Congressional Committee Sits in St. Louis.

ST. LOUIS, Nov. 2.—The question of tax-free alcohol has been occupying the time and attention of our wholesale and retail druggists for a few days past. On Friday, October 29th, representatives of the various industries interested held a meeting at the Mercantile Club, and elected delegates to present arguments to the sub-committee of the Congressional Ways and Means Committee. G. J. Meyer, of the Meyer Bros. Drug Co., was elected chairman of the meeting, and Mr. Battle, of Battle & Co., was elected secretary. The following firms were represented at the meeting: Meyer Bros. Drug Co., Battle & Co., Donnell Mfg. Co., Aroma Coffee and Spice Co., Manewal-McGilly Mfg. Co., Moffit-West Drug Co., Herf & Frerichs Chemical Co., Mallinckrodt Chemical Co., Morley Bros., Paris Medicine Co., Hammer Dry-Plate Co., Cramer Dry-Plate Co., M. A. Seed Dry-Plate Co., W. P. Diggs & Co., Hanley & Kinsella, the St. Louis Paint Oil and Drug Club, J. H. McLean Medicine Co., J. H. Conrads Chair and Parlor Furniture Co., J. O. Peters Furniture Co., and the Meyer & Polman Furniture Co. The following representatives were chosen: M. A. Seed and "Papa" Cramer, for the dry-plate men; Gustav J. Meyer to represent the wholesale druggists and manufacturers of proprietary medicines; Mr. Mallinckrodt for the chemical manufacturers.

On Monday, November 1st, United States Senator O. H. Platt and Congressman Charles A. Russell, of Connecticut, and Congressman Walter Evans, of Louisville, Ky., members of the joint committee of the national legislature to hear testimony on free alcohol for the arts and manufacture of medicines and chemicals, held an all-day session at the Southern Hotel. The delegates from the different industries were present and presented their arguments. The testimony was taken down in writing, and will be presented to the next Congress. Prof. J. M. Good was present in behalf of the retail druggists who are opposed to free alcohol unless the retail druggists are given the same advantages as the wholesalers.

### St. Louis Iottings.

Dell Bergen has moved his drug store from the corner of High and Morgan streets to 1226 Morgan street. When his lease expired at the first-named address he was unable to secure a renewal.

W. F. Ittner has purchased G. H. J. Andrea's pharmacy at Grand and Shennandoah avenues. Mr. Andrea still owns a store at Mississippi and Park avenues. The new proprietor has a well-established record as a successful clerk, and has the good wishes of his host of friends.

Articles of incorporation were filed with the recorder of deeds on October 15th by the Senoret Chemical Company. The capital stock is \$50,000, in 500 shares of \$100 each, fully paid. Wm. M. Charman, R. E. Bebout and M. P. Charman are the shareholders. They will manufacture and sell drugs, chemicals, etc.

The engagement of Chas. F. W. Seitz and Miss Liela Frank has been announced. Mr. Seitz is chief clerk at Blank's pharmacy, 1323 So. Broadway, and one of the leading drug clerks of this city. Miss Frank is the daughter of a wealthy South Side tailor and is quite a belle in South Side society.

The marriage of Chas. Milne to Miss M. L. Springston, which took place on Wednesday, October 8th, was quite a surprise to their many friends. Mr. Milne has long been foremost in drug clerk circles. He was president of the St. Louis Drug Clerks' Society, and for some time held the position of chief clerk at Prof. J. M. Good's drug store. His wife is well known in pharmaceutical circles, where she was a great favorite with the gallant young pill-rollers. The happy couple are spending a few weeks visiting relatives in Illinois, and will go from there to California, where a position awaits his arrival.

### NEWS OF THE WEST.

G. A. Pruitt, of Blanchard, Iowa, has gone out of business.

Glick & Dawson, of Dresden, N. D., have also just completed a new store for their drug business.

N. J. Bleser, of Milbank, S. D., has just moved into his new store building with a large stock of drugs, paints and oils.

P. R. Shea has returned from Spring Grove, Minn., where he had charge of the prescription department, to his home in St. Paul.

Paul Schaller, of the drug firm of Schaller & Gross, of Sparta, Wis., was married to Miss Britomarte Woodward, at Platteville, October 8.

Governor Lee, of South Dakota, has appointed G. D. Parr, of Pierre, a member of the State Board of Pharmacy, to fill the unexpired term of Fred M. Gant.

Henry E. Holmes, of the Stewart & Holmes Drug Co., at Seattle, Wash., has returned from an extended trip in the East, he being a delegate to the Supreme Lodge, I. O. O. F.

It is stated that a young lady in Dubuque, Iowa, could not obtain a position in a drug store there, although she was a registered pharmacist, as the proprietor feared his lady customers would be too proud to buy cosmetics of her.

C. P. Noyes, of Noyes Bros. & Cutler, St. Paul, reports business as good, though the drug trade feels the effects of prosperity or adversity as little as any. The good crops and good prices this fall have created a different sentiment and people are branching out in new enterprises.

Interest in the Twin City Drug and Paint Association is growing. The work being done at present includes a crusade against dealers in adulterated linseed oil. The results of investigation will be laid before Governor Clough, who will be asked to aid the association in this matter.

D. L. Newton, of Eagle, Wis., was fined \$50 as a result of his little son's selling oil of cloves to State Inspector Davis, of Madison. The little fellow happened to be alone in the drug store when the customer called. The boy had been away from home and was never warned not to handle the drugs.

Among the new drug stores started in the northwest are: A. H. Dalen and H. M. Hanson, at Milan, Minn.; L. H. Pryor, at Montrose, Minn.; O. H. Nelson, Barrett, Minn.; Fred A. Wilson and Amos Abbott, Wales, N. D.; E. F. Whitney, Warren, Minn.; Marshall Bros., Ackley, Iowa; W. G. Percy and J. W. Needham, Wheatland, N. D.; Hunt & Rucinsk, Davenport, N. D.; Fred Hanson, Lowry, Minn., and Huston & Co., Amboy, Minn.

### A Bad Pill to Take.



"I know I am a great big old blue mass, but both of you can't take me."

## PHARMACEUTICAL PUZZLE PICTURE SOLVED.

### J. M. Colcord Gets the Prize.

Interest in the pharmaceutical puzzle picture, printed in our issue of October 10, ran very high. Solutions of the puzzle were received in large numbers from druggists all over the country. The first correct solution was mailed from Saratoga Springs, N. Y., on Sunday, October 10, and reached the office of the AMERICAN DRUGGIST next day at noon. The winner of the prize is J. M. Colcord, of 388 Broadway, Saratoga Springs, N. Y., who gives the following reading:

- 1—Sea-al-Arm-L—Calomel.
- 2—C-Low-ral—Chloral.
- 3—Pear-E-Gar-eye-C—Paregoric.
- 4—Nucks-vom-eye-cur—Nuxvomica.
- 5—Arson-eye-c—Arsenic.
- 6—Witch-Hay-zl—Witch Hazel.
- 7—Car-bee-o-lick-ass—Carbolic Ac. (acid).
- 8—Ball-Sam-Fur—Balsam Fir.

One of our interested readers "dropped into poetry" in translating the puzzle picture, with the result given below. The verses were not mailed until noon of October 14, which put the writer out of the race for the prize.

The first is Colomel, I ween.  
That the second is Choral, is plain to be seen.  
For the third Paregoric, I really believe,  
Is given to babies their pains to relieve.  
Nux Vomica is given in doses small  
For pains in the stomach to one and all.  
The fifth is Arsenic, a valuable drug,  
If you take too much you'll sleep very snug.  
The sixth is Witch Hazel, though largely sold,  
Is not an Official, so I am told.  
And now comes Carbolic Ac, much used to-day,  
As an Antiseptic, long may it stay.  
Balsam Fir is the eighth and last,  
So now I'm ready to have judgment passed.

M. H. JULIAN, JR.

New York City, Oct. 14th, 1897.

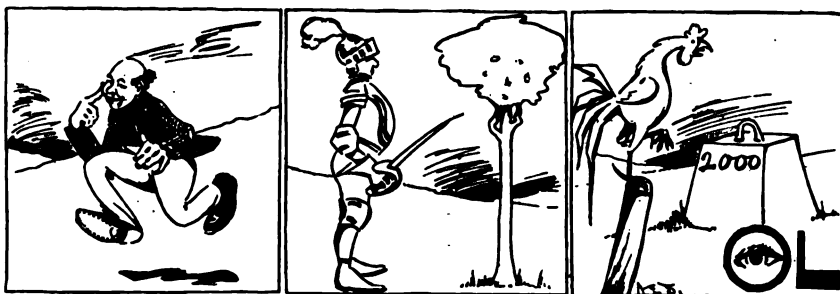
The following is a partial list of those who participated in the contest for the prize of books:

E. H. Haag & Co., 601 Monroe St., Toledo, Ohio; Albert Cliffe, Atlantic City, N. J.; F. M. Gardner, 85 Kneeland St., Boston, Mass.; F. W. Schwetman, Charleston, S. C.; W. E. Dehant, Lancaster, N. Y.; Wm. S. Funnell of Funnell & Sons, Huntington, L. I.; Will H. Morgan, with R. H. M. Harrison, cor. Broad and Foushee Sts., Richmond, Va.; J. W. Thomas, Jr., 72 Queen St., Norfolk, Va.; C. B. Van Wagner, N. Y.; McElhenie & Marsland, Brooklyn, N. Y.; W. C. Westcott, Atlantic City, N. J.; Malcolm J. Wilcox, 166 Union street, Olean, N. Y.; James J. Jones, Third Ave., opposite depot, Fordham, New York City, N. Y.; Edward Lorb, 249 State St., Albany, N. Y.; A. B. Huested & Co., State St., corner of Eagle St., Albany, N. Y.; E. Fred Vosburg, corner Long and Courtney Sts., Du Bois, Pa.; J. Frank Henderson, Portland, Me.; Wm. S. Hamill, 11 Portland St., Boston, Mass.; Miss Mary R. Flanagan, 589 Somerville Ave., Somerville, Mass.; F. F. Stevens, Fifty-sixth St. and New Utrecht Ave., Brooklyn, N. Y.; A. P. Stubbs, of Abbott & Stubbs, Ware, Mass.; C. J. Haskin, of Jacob K. Post & Co., Rochester, N. Y.; L. A. Barton, East Hampton, Ct.; A. L. Irwin, P. O. Box 504, Keyport, N. J.; Wm. E. Walker, 2,698 Washington St., Boston, Mass.; Geo. A. Hopkins, Trumansburg, N. Y.; Edward R. Rayher, 14 Second St., Troy, N. Y.; Daniel W. Ross, of Wright & Ross, Lyndonville, N. Y.; P. W. Vaughan, Durham, N. C.; Charles G. Kline, Harriman, Tenn.; W. A. Robinson & Co., Auburn, Me.; H. G. Haynes, with Wm. Winters, Delhi, N. Y.; Geo. W. Trusdell, with Farrington's Drug Store, Delhi, N. Y.; Frank Farrington, Delhi, N. Y.; M. J. Altland, clerk for M. W. Britcher, Dillsburg, Pa.; E. M. Allen, Canaan, N. H.; Chas. C. James, Pilot Mountain, N. C.; Chas. G. W. Gerken, 423 Metropolitan Ave., Brooklyn, N. Y.; J. E. Hamilton, Concord, N. C.; Harry Heller, 157 Seventh Ave., New York City, N. Y.; M. Hakens, North Lawrence, N. Y.; M. Warren, with Roessler & Hasslacher Chemical Co., 100 William St., New York City, N. Y.; Geo. A. Matthews, 276 Purdy St., Buffalo, N. Y.; Fred L. Arland, Hammondsport, N. Y.; Levi M. Snow, Phoenix Block, Fairhaven, Mass.; Mark S. Mann, Hinsdale, N. H.; Henry M. Oliver, Paris, Tenn.; J. R. Jackson, with Dr. W. A. Wright, Barnesville, Ga.; H. R. Baumann, Washington, Mo.; A. H. Crawford, M. D., Abbeville,



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cago, Ill.; M. R. Mason, assistant surgeon, National Military Home, Kas.; J. J. Gallagher, 1503 Market St., Wilmington, Del.; J. F. Sockwell, 129 So. Stonewall St., Greenville, Texas; Henry J. Humma, Metropolis, Ill.; J. S. Miller, 324 Harrison Ave., Leadville, Colo.; Theo. H. Strouse, 3125 Columbia Ave., Philadelphia, Pa.; W. M. Sherman, Ph.C., 396 Wisconsin St., Toledo, Ohio; H. L. Chace, Walton, N. Y.; J. U. Garver, 211 North Main St., Bloomington, Ill.; J. W. Hightower, Rome, Ga.; D. E. Hoagland, Cobleskill, N. Y.; E. B. Scott, U. S. Marine Hospital, Boston, Mass.; F. J. Baldwin, Oneida, N. Y.; J. H. Terrill, Rahway, N. J.; Frank Christopher, North Lewisburg, Ohio; M. S. Shivers, Milledgeville, Ga.; John Durr, 611 Madison Ave., New York City, N. Y.; H. L. Hurxthal, 703 Fifteenth St., Washington, D. C.; E. King, Durham, N. C.; W. F. Roach, Montreal, Canada; J. R. Carrier, Iliou, N. Y.; Wright's Pharmacy, 1701 Prytania St., New Orleans, La.; Harry E. Roland, 601 S. W. Boulevard, Kansas City, Mo.; Harley F. Halsted, Ocean Spring, Miss.; John W. Patterson, 1936 Carrol St., New Orleans, La.; Wm. Humphreys Smith, White Plains, N. Y.; C. W. Richardson, Pierre, S. D.; J. B. Simas & Co., Haverhill, Mass.; Wm. H. Mudge, Port Tampa City, Fla.; W. E. Betschelheimer, Juniata, Neb.; J. M. Humphries, Hammond, La.; Ingham & Winter, Dearborn, Mo.; P. H. Bell, 146 South Pryor St., Atlanta, Ga.; L. R. Larson, Harmony, Minn.; Chas. Guard, with W. B. Conner, Fairmount, Ind.; R. R. Williams, Mt. Pleasant, Tenn.; W. W. Kerr, Russellville, Ark.; J. H. Jericho & Co., Mount Pleasant, Iowa; H. Morton Harper, Central Pharmacy, Norfolk, Va.; C. R. Stewart, 1149 South Branson St., Marion, Ind.; T. M. Allen, Shreveport, La.; C. F. Clark, Anthony, Kas.; Atha Brooks, Brinkley, Ark.; Mrs. M. C. Clayton, Mannington, W. Va.; F. H. Putegnat, Brownsville, Texas; H. W. Reusswig, Somerville, N. J.; W. W. Sibert, DeLorme Drug Store, Sumter, S. C.; S. S. Bradford, 48 Main street, Boston, Mass.; James A. Lylen, 423 East Long street, Columbus, Ohio; D. E. Smithson, Emmett, Idaho; Dr. R. T. Jewell, Urbana, Idaho; E. M. Murphey, Macon, Miss.; E. C. Edsall, Jackson, Mich.; Ed. A. Jurgelwicz, 2422 Magazine street, New Orleans, La.; George I. Phillips, Hurley, S. D.; R. R. Akin & Co., Graham, Texas; Mrs. George W. Bohn, 409 Fulton avenue, Evansville, Ind.; Walter N. Baker, 84 Bailey street, Dorchester, Mass.; George N. Hardwick, King City, Mo.; W. M. Yearby, Durham, N. C.; H. C. Foster, 221 Talbot street, St. Thomas, Ont.; S. E. Batcheller, Woonsocket, R. I.; R. H. Venable, Sixth and Kentucky streets, Louisville, Ky.





## AMONG THE TRAVELING SALESMEN.



H. C. YAGER.

New York City salesman for Wm. R. Warner & Co., of Philadelphia and New York.

This genial and able representative of William R. Warner & Co., of New York and Philadelphia, received his first experience as a commercial traveler as a newsboy on the Wabash, St. Louis and Pacific Railroad. He began his pharmaceutical career by entering the employ of Rice Bros., Hudson, Columbia Co., New York, remaining with them for two years during 1878-1880. His next venture was to come to New York City, where he engaged with Bartlett & Plummer, then at Thirty-fourth street and Broadway. Leaving them he went to Hegeman & Co., 203 Broadway, when, being appointed Hospital steward, he entered the United States Marine service, being stationed at Staten Island,

serving three years. After his discharge he represented the Armand Perfume Co., taking the New England territory, and remaining with them until 1888; when they went out of business. His next experience was gained as a partner in the firm of Keller & Yager, at Fifty-third street and Seventh avenue, this city, Mr. Yager selling out in 1891. He has been connected with the State Militia for eleven years, serving the Ninth Regiment N. G. S. N. Y., as hospital steward, receiving his discharge in January, 1896. Besides his long-service medal, he holds several medals for marksmanship. He is a member of the Pharmaceutical Club, the Fedora Bowling Association and the Wholesale Drug Bowling Club.

George W. Royce, who has been traveling for many years through New York State and Pennsylvania for F. R. Arnold & Co., of New York, expects to leave the road on the first of the year and enter the field of drug brokerage. Mr. Royce is one of the veterans of the druggists' sundries trade and will be missed by a large number of customers.

E. C. Ray, buyer for L. N. Brunswick, of New Orleans, died recently of yellow fever. Mr. Ray was well known throughout the South, having traveled at various times in that section for Purcell, Ladd & Co., French, Richards & Co., and McKesson & Robbins. Mr. Ray leaves a wife and two daughters to mourn his loss.

B. B. Hamill, Jr., who has been traveling in Pennsylvania for some time for William R. Warner & Co., succeeds Mr. Ed. Fluhr as head of the New York office of Wm. R. Warner & Co. Mr. Hamill is a graduate of the Philadelphia College of Pharmacy and is very well known to the drug trade of the Quaker State.

G. W. Royce, the well known representative of F. R. Arnold & Co., perfumes and druggists' sundries, paid us a visit this week, and expects to come back again in December for a final round-up. He will begin the next year on his own account as a merchandise broker in New York. The best wishes of the trade he is to leave go with him.

Franklin Black, with Charles Pfäfer & Co., manufacturing chemists, spent considerable time here lately, and as usual, did well. He has been long before the drug public and knows how to look after the interests of both his customers and his house, hence his popularity.

The Rochester Cork Works is well taken care of in this vicinity by Mr. Taylor, who takes care that competing houses do not find him napping. He has been with the house a long time and has the trade as well as the country he traverses down very fine. Were he a less modest man, it might be said "fittingly" that he is a "corker."

Fred L. Wier, who represents McKesson & Robbins, has just left this city after a very successful trip. Mr. Wier is well known in drug circles, and he is popular with them all.

G. W. Smyth, who represents John M. Maris & Co., has just returned from a very successful trip throughout the West. His territory extended as far as Omaha, and he reports business out there very encouraging.

H. C. Chambers, of the Jno. M. Maris & Co., whose territory is through the Southern States, is meeting with considerable difficulty owing to the yellow fever epidemic which pre-

vails in some of those States. It is stated that Mr. Chambers is traveling incog., and in this manner avoiding quarantine officers, so that he is doing business in places where other men refuse to go.

Mr. Wooley was here recently purchasing the goods of E. W. Schoonmaker, N. Y. Clifford M. DeMott, formerly with P. Moulon, New York, paid this city a visit this month in the interest of Chas. Wright & Co., of Detroit.

Robert E. Service came to the Hub a short time ago to talk glassware and sundries for John M. Maris & Co., New York.

P. Moulon, importer of druggists' sundries, 41 and 43 Warren street, New York, has been in this city recently on a business visit.

Huxley L. Hardy, of James North Hardy & Son, Heaton Park, Manchester, England, ribbon, tape and small ware manufacturers, is in this country in the interest of his firm, and was in this city recently. Young & Graham, New York, are sole agents for the Messrs. Hardy.

Mr. Nichols, representing the well-known house of Fritzsche Bros., was here since your last issue.

Charles T. Thompson has the acquaintance of many retailers in this city and its vicinity. He solicits orders for Carter, Carter & Meigs.

Henri Hospital, representing the essential oil house of F. Patrel & Co., New York, has been here soliciting orders.

H. K. La Forge paid the Hub a visit recently. He came for business purposes in the interest of Geo. Leuders, New York, essential oils, etc.

C. L. Gleeson was in this city a short time ago representing the crude drug department of Parke, Davis & Co.

J. I. French, M. D., who has an office in Park street, represents Gilman Bros., as formerly, on the road. He is also assistant in materia medica and therapeutics at Tuft's Medical school.

E. W. Overlock, representing Robert Stevenson & Co. in Southern Wisconsin, was in the city last week.

CHICAGO. L. R. Dronberger, of Thurston & Dronberger, New York, is working the big trade in Chicago. He calls on jobbers only.

E. G. Haines, of Duroy & Haines Co., Sandusky, O., is in town. He is going on a two weeks' hunting and fishing trip in Maine.

C. H. Bradley, representing the Armstrong Mfg. Co., Boston, Mass., is in Denver, introducing that company's effervescent salts to the trade, and reports flattering results.

Dan Y. Wheeler, general Western representative of the Richardson Drug Co., of Omaha, Neb., was in town during the Festival of Mountain and Plain, and many of the druggists from the outside were entertained by the genial Colonel Dan.

W. H. Schroeder, representing Hance Brothers & White, Philadelphia, Pa., has been working the trade in the interest of his firm for the past week, and thinks that Denver is most as lively as Philadelphia.

W. B. Taylor, representative of Morrisson, Plummer & Co., Chicago, came out with an invitation to the drug trade throughout the State to make his office their headquarters during the carnival, and a great many took advantage of his kindly offer and celebrated with him.

A. Bateman, the well-known representative of Eli Lilly & Co., Indianapolis, Ind., was on hand and helped his friends have a good time. Bateman was right in line.

Mr. McCafferty, of McCafferty & Holten, New York, came in on the first day of the festival, and was surprised to see so many people, and found standing room only in the hotels. Mr. McCafferty is one of the most welcome traveling men who come into this territory. Many have bought goods from him in the old Eastern houses years ago.

Thos. Brown, with F. R. Arnold, New York, was a visitor to our city the past two weeks and reports trade good.

A. D. Rickey, representing the Clinton Brush Co., was a caller in this city recently, on his annual visit to the trade.

W. A. Hover, of the firm of W. A. Hover & Co., Denver, is on an extended trip to the East, and in attendance at the meeting of the National Wholesale Druggist Association at Richmond, Virginia. He will visit the trade centres of the East before his return and purchase goods for his holiday trade, combining business with pleasure.

H. Suttle, the well-known representative of the Maltine Mfg. Co., New York, is again in Denver, doing detail work, and no one can do it any better.

Dr. S. S. Hatfield was in the city during the festival and had just returned from a trip around the "circle," and reports trade very good. The Doctor represents the old and well-known house of Jno. Wyeth & Bro., Philadelphia, Pa.

Dr. M. C. Bristol is doing detail work here among the doctors for the New York Pharmacal Co., and is making many friends for the goods.

S. G. Hatfield, of W. A. Hover & Co., was on hand during the festival, and was busy showing his country friends the sights of the city.

Jno. Floran, of Meyer Bros., St. Louis, Mo., was in town recently. John makes Denver his home and has many friends.

W. B. Williams, late representative of the Evans-Smith Drug Co., Kansas City, has bought an interest in the Rocky Mountain Druggist and entered the field of journalism. We wish him success in his new venture.

D. C. Dredge, representing Leeming & Co., of New York, has been looking after the Nestle's Food trade in this city for the past few days.

#### MISSOURI.

Chas. Rucker is one of the all-around good fellows who visit this city at stated intervals. The famous "S. S. S." of Atlanta, Ga., is under his fostering care. He is familiarly known at this point as "Sporty Charley," but he never lets pleasure interfere with business.

F. L. Richt, who formerly represented the Meyer Bros. Drug Co. in Texas, has recovered from a severe attack of malaria and started out on the road once more.

He succeeds W. S. Gist in the territory of Southern Illinois, Kentucky and Tennessee. Mr. Richt was at one time a very popular city salesman for this firm.

R. S. Johnston, who looks after the interest of Merck & Co. in this territory, is here in the interests of his firm.

G. W. Murray, representing Hance Bros. & White, has been spending several days here. He is one of those men whom the buyers always like to see, even if they have no orders for him. Mr. Murray is a busy man when he strikes St. Louis.

F. A. Daiger, representing A. C. Meyer, of Baltimore, is stirring up business at this point. He says Dr. Bull's Cough Syrup is as popular as ever among the laity, and bears out his statements by the orders he places.

L. C. Fischer is looking after the Coca Cola business in St. Louis.

F. C. Terrell is booming the Horlick's Malted Milk business among our wholesalers, and is highly pleased with the business outlook.

"Reddy" Williamson, of the Sterling Remedy Co., of Indian Mineral Springs, Ind., is always ready for business. He says Cascarets and No. 70 Back are going well. He is one of the most popular salesmen who visit our trade.

F. L. E. Gauss, for five years past with Peter Van Schaack & Sons of Chicago, will on October 1st take charge of St. Louis business for The Searle Hereth Co. Mr. Gauss is known as one of the best drug salesmen in the West.

If the druggists would learn to be better friends to one another, more intimate with, more kind and less suspicious of each other, they would be much happier, have fewer troubles, and be more successful than they are.—C. E. Corcoran.

The selling of all kinds of merchandise at almost cost is caused chiefly by the insane desire to sell cheaper than the other fellow. This also causes manufacturers and large dealers to employ their employees at starvation wages.—C. E. Corcoran.

## HINTS TO BUYERS.

Write at once to Mariani & Co., 52 West Fifteenth street, New York, and get a supply of the very interesting advertising matter which they furnish to dealers without any cost.

The Decatur Fairest Wheel offers a unique method of advertising the sale of "six-for-a-quarter" articles. For full details as to the method of using this wheel, its cost, etc., address, the Decatur Fairest Wheel Works, Decatur, Ill.

In this number will be found a new advertisement of the Fischer Chemical Importing Co., of Platt street, New York. This firm has been remarkably successful in marketing German pharmaceutical specialties, and we heartily commend the line to our readers.

A thoroughly reliable article of castile soap, which the druggist need have no hesitation in recommending to his customers, is Carmel Soap, imported by A. Klipstein & Co., of 122 Pearl street, New York. This is an article which every druggist should carry in stock.

R. W. Phair & Co., 16 Platt street, New York city, are in a position to quote inside terms on cocaine, acetanilid, salicylic acid, chloral hydrate and salacetol. Druggists using these chemicals in large quantities should write to Messrs. Phair & Co. for special quotations before placing orders.

The Columbian Ball Nozzle Co., New York city, have some very interesting matter upon the advantages of ball-nozzle syringes, which they will be pleased to send to our readers for free distribution. Their syringes appeal to the best class of trade, and have proven good sellers wherever introduced to this class of people.

The malted grape juice manufactured under the name of "Malix" by the Penn Pharmacal Co., of 3808 Market street, Philadelphia, is advertised in this issue. This is in line with food products which in these latter days have so far displaced old-fashioned ideas of medication. We commend it to the attention of our readers.

Sen-Sen is not only the popular breath perfume of to-day, but it is of value in various kinds of throat irritations, acting as a sedative on the mucous membrane of the throat, and thus preventing coughing. Druggists should bear in mind this quality of the confection, which makes it a particularly appropriate article to push at this time.

Gude's Pepto-mangan is one of the products of elegant pharmacy which are enjoying quite a vogue just now with the medical profession. The preparation is undoubtedly one of the most palatable and slightly of its kind, and it is deservedly popular. For advertising matter concerning it, address, M. J. Breitenbach Co., 56 Warren street, New York.

The American Store Fixture Co., 9 Bond street, New York city, make a specialty of getting up moderate-priced drug store fixtures, which give the greatest convenience at the smallest cost. They have unusual facilities for executing orders of this kind, and would be pleased to send quotations to any of our readers submitting floor-plans.

The only way to be accurate at the prescription counter is to have a scale that never varies in results. The Springer Torsion Balance Co., of 92 Reade street, New York, claim that this is the special feature of value about their torsion balance scales. They would like to send you a description of these scales with a memorandum of their good features.

Some very interesting specimens of clever work in lithography can be obtained free of cost by addressing the Pictorial Printing Co., 1241-1249 State street, Chicago. This firm makes a special study of the requirements of the drug trade in printing, pill and powder boxes, etc., and having a very large plant are enabled to turn out orders promptly and at the very bottom rates.

The original Allegretti chocolate creams hold a high place in the estimation of the public, and druggists who handle them have no difficulty in selling them. Care must be taken, however, in getting the original, which can be obtained only from the manufacturer, Ignazio Allegretti, 159 State street, Chicago; 927 Broadway, New York; 1223 F street, N. W., Washington, and from the leading drug jobbers. In ordering be sure to specify "Ignazio Allegretti" as the maker.

Some of the handsomest stores in New England have been fitted up by Chas. P. Whittle, 182 Hanover street, Boston, who has invented many conveniences in the fitting up of drug stores which materially aid the pharmacists in their work. One of these, Whittle's drug label drawer, is one of the most valuable and convenient forms of label drawers ever placed before the public. For description and illustration of this drawer, our readers should write to Chas. P. Whittle, 182 Hanover street, Boston, Mass.

Many pharmacists who have doubted the value of synthetic oils for use in perfumery have been converted, and now find that they are thoroughly satisfied with the results. Fries Bros., 92 Reade street, New York city, who have been very active in teaching pharmacists the value of synthetic oils, are making a special drive on Rhodinol, which they claim to be a perfect substitute for the natural oil of rose. As Rhodinol only costs \$4 per ounce, druggists can readily see the economy effected by using it. The firm will be pleased to send a specimen ounce upon receipt of \$4, while regular supplies can be obtained through the jobbing trade everywhere.

The interest which has recently been aroused in scientific fields by the study of the cacti from a therapeutic standpoint calls to mind the results of investigations of the *Cereus gradiflora* which were made by Fred W. Sultan, Ph.G., a number of years ago. Since investigating this drug Mr. Sultan has utilized practically the results of his scientific study and has placed cactina pills on the market as containing the active principle of this plant. This is a very interesting instance of how American commerce has forestalled European science. A large number of physicians have been convinced of the truth of Mr. Sultan's claim that this drug was of therapeutic value, and have used it without waiting for the decision of the German scientists. For information on this drug our readers should address the Sultan Drug Co., St. Louis, Mo.



## Review of the Wholesale Drug Market.

NEW YORK, NOVEMBER 9, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

THE condition of the market for drugs, dyestuffs and chemicals has not changed materially since our last review. The aggregate volume of business is, on the whole, equal to, if not in excess, of the business transacted at corresponding periods of previous years. Importers and general dealers refer with satisfaction to a slight increase in the number of package orders, and jobbers are pleased to note a slight, steady increase in the volume of jobbing orders. A stimulus to the demand for winter goods will undoubtedly be felt with the approach of cold weather, and confidence in the situation is a feature of all branches of the trade, which is contributing to a generally better feeling among importers and large dealers. As regards prices, we have few important changes to note; sellers are having slightly the advantage in the fluctuations that are recorded, and the tone of the market is firm. A few of the leading staples continue low, due probably to a lessened demand, but the trend of values generally is toward a higher range. Slight advances are recorded on acid oxalic, balsam tolu, borax, aloes, cacao butter, cascara sagrada, golden seal, menthol, linseed oil, senega root. The market for alcohol, aniline salt, gentian root, opium and spirits turpentine is easier, and a slight decline in values is noted.

### DRUGS.

**Alcohol** reflects the influence of active competition among producers, and values are a trifle unsettled. A cut of 2 cents has been made by both the trust and independent distillers, with \$2.28 to \$2.30 now the quoted range. Wood alcohol is unchanged, and the demand for direct consumption does not rise above average proportions.

**Balsam Copaiba** has shown a firmer tendency, owing to large purchases, and concentration of most of the stock in first hands. Sales have been made in the interval at as high as 40c. to 41c., but 36c. to 38c. and 40c. to 45c. will yet buy Central American and Para, respectively.

**Balsam Fir**, Canada, while not quotably higher, is in much improved condition owing to scarcity, and an advance is anticipated. We quote the range at \$1.70 to \$1.75.

**Balsam Tolu** continues firm at the recent advance. A few sales from first hands have been made at 50c. to 55c., which represents the quoted range.

**Barks.**—**Cascara Sagrada** is in better inquiry, and is firmer with 3½c. the lowest figure quoted on large lots. Most recent sales have been at 4c. Cascarilla, elm, sassafras and soap are maintained at about previous values, though no sales in excess of jobbing quantities are reported.

**Buchu Leaves**, short, are maintained firmly at the recent advance, though no important demand is experienced; jobbing sales at 18c. to 22c.

**Cantharides** continue to stiffen in value, though values are quotably unchanged. Whole Chinese held at 33c. to 35c., powdered 45c. Russian is finding fair jobbing outlet at 48c. to 50c. for whole, and 52c. to 55c. for powdered.

**Cassia Buds** continue held at 25½c. to 26½c., but there is very little demand for the article at present.

**Cacao Butter** is in slightly improved condition, and the demand is fair, with the sales of bulk at 28½c. to 29½c.

**Cod Liver Oil** shows a slight improvement in the jobbing position, but prices have not varied in the interval, and best brands of Norwegian are offered without reserve at \$23 to \$26.

**Ergot** continues in firm condition, owing to prevailing scarcity and reports regarding the failure of the Russian crop. There have been some purchases for speculative account, and higher prices have been paid in the foreign markets for import stock.

**Guarana** is neither taken nor offered with any spirit, but prices are steady at the previous quotation.

**Manna** is without quotable change. The demand momentarily is limited.

**Menthol** is maintained in firm position, and while \$2.30 to \$2.50 represents the quoted range in this market, this is a trifle below that paid in the foreign markets, and \$2.50 is more generally asked.

**Morphine** has not been changed by the manufacturers since our last, and only a moderate jobbing business is reported, with prices on the basis of \$1.85 to \$1.90 for bulk, according to brand.

**Opium** has declined slightly, due to slight pressure to realize on the part of some local holders, and a limited demand. The market is fairly firm, however, and the quotation of \$2.65 to \$2.70 for unbroken packages is well maintained. Prices for jobbing quantities are a shade lower; or, say, \$2.72½ to \$2.75.

**Quinine** continues firm, and is offered sparingly, in view of the stronger position of the article, due to the recent advance in cost of bark and growing scarcity of quinine in second hands on both sides of the Atlantic. Prices for domestic in bulk, from both manufacturers and outside holders, are quoted 28c. to 30c., while foreign bulk is held at 27c. to 28c. The indications point to a further advance to the extent of about 2c.

We are advised as we go to press of a decline in the price of domestic. The New York Quinine and Chemical Works have issued the following circular:

We beg leave to state that, notwithstanding the sharp advance in cost of bark, we meet the foreign competition on quinine sulphate, and quote as follows without offer: 100-ounce tins, 28c. per ounce; 50-ounce tins, 28½c. per ounce; 5-ounce tins, 30 cents per ounce.

**Senna Leaves** are reported scarce, and values for Tinnevely are hardening, with a restricted stock, though no actual increase is recorded.

### DYESTUFFS.

**Aniline Salt** is easier, owing to freer arrivals, and prices have receded from 16½c. to 17½c. for spot goods.

**Bichromate of Potash** is steady in price, with jobbing sales at 10½c. to 10¾c. quoted for Scotch, and 10c. to 10½c. for domestic.

**Indigo** continues in moderate consumptive demand at full previous prices.

**Nutgalls** are without important change; small sales at quotations.

**Tumeric** continues in fair jobbing demand, with the sales at 4c. to 4½c.

### CHEMICALS.

**Acetate of Lime** remains quiet, without, however, any quotable change in values.

**Blue Vitriol** continues firm, with the sales at 3½c. to 4c.

**Borax** continues to appreciate in value, and manufacturers are slow in delivery of orders. Refined in barrels is quoted at 5½c. by the leading producers, while stock in second hands is held at a considerable advance on manufacturers' prices.

**Bromide of Potash** is without change at the moment, but prices have advanced abroad, and this market may be affected soon. The production of bromine preparations is controlled by a syndicate, and it is fair to presume that the advance abroad will be continued. The demand in the New York market is chiefly for small packages, which are held at 49c. to 51c. in bottles. Bulk, quoted, 42c. to 43c. German in large lots can be obtained a trifle lower.

**Nitrate of Soda** continues quiet, but firm, at \$1.60 to \$1.65, as to quality.

**Quicksilver** is well sustained at 51c. to 52c.

**Rochelle Salts** meets with the usual jobbing inquiry, and a good business is passing within the range of 18½c. to 19c.

### ESSENTIAL OILS.

**Anise** is weak, owing to some pressure to realize on the part of holders. The

trade requirements are small, with sales at \$1.87½ to \$1.90, though some holders ask \$1.95.

*Bergamot* does not vary from \$1.75 to \$2, as to sellers, but purchasers are limited to small quantities.

*Cassia* reflects the easier feeling noted in anise, and supplies are offered more freely, with holders quoting \$1.30 to \$1.55 as to test.

*Citronella* has sold in a large way during the interval at 32½c., though 33c. to 35c. represents the range.

*Clove* is yet obtainable at 47½c. to 50c. for bud, with the tone of the market steady.

*Lemon* is easier; and some pressure to realize is shown by leading holders. The easier feeling is due to reports regarding the new crop, which is being offered freely for forward delivery. We quote the range at 65c. to \$1.25, as to quantity and brand.

*Peppermint* is without new feature of interest. Prices have not changed in the interval, and holders do not appear anxious to stimulate the demand by making price concessions, hence this market is steady at \$1 to \$1.25 for Western in tins; \$1.05 to \$1.25 for Wayne County in tins, and \$1.35 to \$1.45 for H. G. H.

*Sassafras* is in slightly improved position, though quotably unchanged. Natural quoted 42c., and artificial 37c. to 38c.

#### GUMS.

*Aloe* is in good jobbing request, with the sales of Curacao at 2½c. to 3c.

*Arabic* is inquired for, and numerous small sales are reported on the basis of 55c. to 57c. for first picked; sorts held at 18c.

*Kino and Myrrh* are without quotable change.

#### ROOTS.

*Dandelion*, German, is scarce on the spot, and only small quantities can be had at 12c.

*Gentian* has offered with more freedom in the interval, and values are fractionally lower, the sales being at 6½c. to 6½c.

*Ginseng* is in active demand, and some buyers are paying fancy prices for choice lots; some sales being recorded at \$3.25. Kentucky and Tennessee stock may be purchased at \$2.25 to \$2.50, as to quantity.

*Golden Seal* continues extremely scarce, and for the small available supply up to 75c. is asked.

*Ipecac* is in slightly improved condition, but the demand momentarily is limited. Sales reported at \$1.65 to \$1.75.

*Mandrake* is tending higher, and sales have been made in the interval at 5½c.

*Senega* is in moderate demand, but values are firmly maintained upon the basis of 26c. to 27c. for Western.

#### SEEDS.

*Anise* is jobbing fairly at 5½c. for Italian sifted.

*Canary* is dull and easy in tone; Smyrna quoted at 2½c. to 2½c.

*Celery* is steady and in demand, and nothing now offers below 7½c.

*Cardamom* has improved in the interval and values on all grades are higher. Ceylon No. 1 quoted \$1.15 to \$1.25; No. 2, \$1.05 to \$1.10; No. 3, 95c. to \$1.

*Mustard* is steady and in demand, with the higher prices prevailing in California. We hear of large sales off dock at 8½c.

### New Duties on Drugs.

Dodge & Olcott, the well-known essential oil distillers, believe that the following goods will be dutiable at 10 per cent and ¼c. per pound under the new interpretation of paragraph 20 of the act of 1897: Manaca, jalap orris, rhubarb and vetivert roots, gamboge and vanilla beans; they also think that the government will strain the paragraph to export duty on ambrette, anise, caraway and other seeds, balsams, copaiba, Peru and tolu, bergamot peel, cantharides, cassia and other flowers, cubebs, gum benzoin and other gums, patchouly, rose and other leaves, sandal wood, etc.

### Notes on Essential Oils.

The semi-annual report of Schimmel & Co. (Fritzsche Bros.), Leipsic and New York, is published this month. In it the position of peppermint oil is described as follows:

#### PEPPERMINT OIL, ENGLISH.

The decline of prices of English distillates, as we are informed, is due mainly to good crops and to enlarged cultivation in recent years. The prevailing depression in the peppermint market may also have exercised some influence, for no farmer will think of disposing of his product at a rate that would not cover at least the cost of production, unless forced by a disproportion between supply and demand. The fact is that rates of 20 shillings to 21 shillings are unprofitable ones to the distiller.

Much speculation is said to have taken place with Mitcham oils during recent weeks, and it is hoped that the prices may advance by a few shillings. Under present circumstances this upward tendency may have some chances, but the fear may also be justified that such mixed oil will come into the market, so that due discrimination and care will have to be exercised. The owners of old stock will have to suffer, as the price of good oil fluctuated between 29 shillings and 30 shillings last fall.

#### PEPPERMINT OIL, AMERICAN.

The cultivation and production may be considered as forming two distinct groups, the one embracing the northern counties of the State of New York; the other the States of Michigan and Indiana.

The yield of peppermint distillation in the various counties of the State of New York in 1897 has been:

Districts.	Plants. 1897	Old Young Plants. 1897	Plants. 1897	Old stock in oil.
Arcadia .....	160 acres	210 acres	450 lbs.	
Rose .....	78 "	101 "	90 "	
Galen .....	63 "	55 "	60 "	
Phelps (Ont. Co.) ..	42 "	50 "	120 "	
Sodus .....	40 "	62 "	240 "	
Lyons .....	41 "	65 "	700 "	
Palmyra .....	32 "	51 "	4,300 "	
Marion .....	29 "	42 "	20 "	
Manchester (Ont. Co.)	8 "	15 "	" "	
Junius (Sen. Co.) ..	21 "	27 "	" "	
Williamson .....	9 "	15 "	60 "	
Butler .....	8 "	12 "	" "	
Macedon .....	10 "	6 "	" "	
Savannah .....	7 "	9 "	" "	
Huron .....	7 "	11 "	" "	
Walworth & Wolcott	5 "	9 "	" "	

Total, 1897 ..... 560 acres 740 acres 6,040 lbs.

The weather has been most favorable, the new plants are of excellent appearance, and the old ones stand better than on the average last year, and the yield of oil is much more abundant.

No one has a better chance to exert an influence for great good in his community than the druggist. His opportunities in that direction are manifold. It is his duty to remind himself of this fact very often.—C. E. Corcoran.

### HINTS TO BUYERS.

If you have any unsalable patent medicines on hand, you should send a list of them to S. R. Feil & Co., Cleveland, O., and they will be pleased to make an offer of either exchange or purchase.

D. Needham's Sons, Chicago, have a quick-selling specialty in red clover blossoms, and the fluid and solid extracts of the blossoms. For particulars as regards these, our readers should write, mentioning this journal, to the firm at the above address.

By sending a dollar to the Flagsalt Remedy Co., at Savannah, you may obtain two dozen Flagsalt, 10-cent size and twenty-five free samples. The retail price of this being \$2.40, the profit is sufficiently liberal to make it worth while to investigate the offer.

Whitall, Tatum & Co., New York, Philadelphia and Boston, have just issued a very interesting illustrated leaflet describing their line of hot soda urns and fittings, a copy of which should be in the hands of every one of our readers. They will be pleased to send this leaflet, together with a collection of hot soda formulas, to readers mentioning this journal.

Send a postal to Tarrant & Co., New York, and ask them for information about the Tarrant perfumes. The penny for the postal card will be money well spent.

Eudoxin is very highly spoken of by Professor Reginald W. Wilcox in the treatment of gastric and intestinal catarrh, confirming the results obtained by other investigators of this drug.

We refer our readers to the advertisement of Achille Starace of New York, who represents one of the oldest manufacturers of castile soap in Europe.

We take pleasure in calling the attention of our readers to the fact that John H. Ryder, of Boston, has a special premium offer to make on the sale of Ryder's Chapine, which he will be pleased to communicate to any druggist upon application.

### Colored Collapsible Tubes.

For many years manufacturers have tried to color collapsible tubes, but never successfully. Recently, however, the German manufacturers have succeeded, and the colors shown our representative by Neidlinger Bros. are most beautiful, both in bright and in satin finish. More interesting yet is the fact that one can now print on these tubes, thus doing away with labels and the cost of putting them on. An ordinary tin tube is not attractive, and only sells with effort in advertising and much talk. The same goods in these colored tubes are so beautiful that the sale would be made much more easily for such articles as tooth-paste, face creams, etc. These new tubes are admirably filled, and we believe they will be used largely in place of the glass ointment pot for prescription use. Neidlinger Bros., 20 Warren street, New York, have obtained the sole agency in the United States for these goods, and will gladly send free samples and prices on request.



# American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXI. No. 10.  
Whole No. 387.

NEW YORK AND CHICAGO, NOVEMBER 25, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 222 Randolph Street.

ROMAINE PIERSON, . . . . . Manager.

#### SUBSCRIPTION PRICE:

Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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FREE box and cartage has at last been conceded in St. Louis. This matter has caused much feeling among jobbers. The small retailer is probably the greatest gainer by the change from the habit of charging for box and cartage, for these charges form a comparatively larger percentage of the cost of his goods than of the goods of the larger dealer. Where no charge is made the expense will merely be added to the general expense account and will appear in a slight general advance in the cost of broken lots.

## A MONUMENT TO THE DISCOVERERS OF QUININE.

THE discoverers of quinine and strychnine, MM. Pelletier and Caventou, are to have a monument erected to them in Paris, and contributions are being solicited from pharmacists all over the world to aid in this worthy object. In this country the movement has been taken up by the Philadelphia College of Pharmacy, and Prof. Trimble, the editor of the *American Journal of Pharmacy*, has issued an appeal for funds in order that the United States may be worthily represented in the undertaking. Professor Trimble's appeal for contributions to the fund is published on another page.

The object is praiseworthy to a degree, and Prof. Trimble's appeal should meet with a hearty response. Pharmacists who contribute to the fund will honor their vocation, while honoring the memory of two distinguished pharmacologists. The monument is to take the form of statues which will be erected in front of the High School of Pharmacy in Paris. Subscriptions to the fund will be received and forwarded to Prof. Trimble by the AMERICAN DRUGGIST.

## FROG'S MILK FOR FRECKLES.

NOW that the Summer Girl is back from the seashore with a crop of freckles, which she is anxious to get rid of, the following suggestion taken

from the Answers to Correspondents' column of the *Leipsic General-Anzeiger* may prove of interest, if not of value:

"As an approved cure for freckles, we can recommend the washing of the face with fresh frog's milk. It is better to apply the milk at sundown at the time and place where the frog's milk is obtained. The milk must be allowed to remain on the face all night, and be removed at sunrise the next morning."!!!

There is a good deal to be said in favor of "frog's milk." The water of frog's spawn was much esteemed at one time for its cosmetic qualities. It is mentioned by Burton in "The Anatomy of Melancholy" as being commended by Quercetan (Spagir. phar. Cap. 6) "for ruddiness in the face."

We fear, however, that "frog's milk" will merely be regarded as an addition to the list of pharmaceutical synonyms which we were made acquainted with in our apprenticeship days, when "oil of beeswings" and similar wonderful products were so much in demand by the older clerks.

## MONEY IN THE DRUG BUSINESS.

"THERE is no money in the drug business" is a cry heard from every portion of the United States, but nevertheless one continues to meet well-to-do druggists everywhere. The fact is there is no money in any business unless properly conducted under suitable conditions. If you are not making money either the conditions or your methods are wrong and it behooves you to carefully study both and eliminate the cause. The writer chanced to be seated at a table recently with two retail druggists whose experience proves that there is money to be made in the retail drug business even in so crowded a town as Philadelphia. One of these men went to Philadelphia eight years ago with a capital of some three hundred dollars to attend college. He now owns and conducts four profitable drug stores and has moreover paid fifteen thousand dollars for the building in

which one of his stores is located. The other Philadelphian at the table, who has an income from real estate investments of three hundred and seventy-five dollars per month, all of which was originally earned through his drug business, said: "Yes, but you fell into several good things." "That is true, but I made the places to fall" said the poly-pharmacist. The unsuccessful man seeing another win success so rapidly says in a discouraged way "He has fallen into a good place," but he overlooks the careful work done by the man who "makes the place to fall."

Nor does it require a very large investment nor any superlative business acumen to make a moderate success in the drug business. It does require intelligence, application, frugality and industry, but these are required to insure success in any business. With these exercised under even moderately favorable conditions there is still money in the drug business even where price-cutting prevails.



When asked the principal element of their success, three out of four successful pharmacists unhesitatingly gave first place to the fact that they kept faith with the physician. The fourth placed this second, giving the first place to his success as a buyer. This meant with each of them the carrying out of the physician's most minute specification, even if it was some particular make of quinine pill. Where it was impossible to procure the article or make specified, all these druggists make it a rule to notify the physician by telephone. Sometimes, as at night, this is not feasible, and in these cases one make is sometimes substituted for another, where merely a question of maker is involved, but the physician is invariably notified at the earliest possible moment, and the fact explained that the change was made simply because the make ordered could not be obtained and it seemed necessary to furnish the medicine without delay. By following this plan scrupulously these druggists have won the confidence of the physicians in their respective territories and this is a long step toward success.



All druggists realize the necessity of keeping themselves well-informed on new remedies and appliances, but this is only half the work. It is necessary to let the physician know that you know. One well-to-do pharmacist in Philadelphia goes to the trouble of sending postal cards to his list of physicians with information concerning anything new of value which comes to his attention. These cards are not sent out regularly, but only as occasion arises, care being taken that occasions arise with a

sufficient frequency. The direct returns are not commensurate with the expense involved, but the effect on the physician is most wholesome and the general result most satisfactory.

It pays to keep posted, but you must let the physicians know that you know.

### LEGISLATING FOR DRUGGISTS.

A GENTLEMAN of large experience in lobby work at Albany and among New York politicians has started a movement among the retail druggists of Greater New York, looking to the suppression of the sale by department stores of drugs and medicines. Interested readers of the AMERICAN DRUGGIST have been good enough to speak of the matter to us, and we have investigated the plan of the promoter to the extent of obtaining his views on the ills which afflict the retail druggists of the Greater City. According to him, the cutting on patent medicines by department stores is about the deadliest ill that afflicts the trade. This he proposes to remedy by securing the insertion in the amended pharmacy act of a restrictive clause limiting the sale of all drugs and medicines to licensed pharmacists, and prohibiting the exposure of medicines in a store not owned by a licensed pharmacist. A goodly number of our friends and subscribers in the retail trade have already signed an agreement with the gentleman interested in the bill, which pledges them to pay him the sum of twenty dollars in divided portions. A fee of five dollars is to be paid as soon as one hundred pharmacists have signed the agreement. Five dollars must be paid on January 1st, 1898, and the remaining ten dollars fall due when the law is enacted. The idea is a good one for the promoter, but we doubt whether the retail druggist will get his twenty dollars' worth of protection.

No class of tradesmen appear to be more easily worked than retail druggists. The most productive source of income for speculators and promoters lies in the organization of societies, clubs or other organizations of pharmacists for any old purpose that may be conceived by the person most interested. We believe that any action looking to legislation affecting the interests of retail druggists in New York city should come from some one of the organized pharmaceutical associations of the Greater City, either the New York College of Pharmacy, the Kings County Pharmaceutical Society, or the German Apothecaries' Society, that is, if we are to have local legislation of this character at all. Individuals interested in pharmacy matters purely from the lobbyists' end are not the best agents to em-

ploy in work of this kind, and we are somewhat surprised to learn that at least one of the trustees of the New York College of Pharmacy has countenanced the idea by subscribing to the agreement.

The attorney who has been able to secure these promises of moral and financial aid from a number of retail druggists of this vicinity appears to have a very inflated notion of the importance of the conference committee of the three local pharmaceutical associations in Greater New York who are considering amendments to the pharmacy chapter of the charter for the Greater New York, for he refers with considerable satisfaction to the fact that every member of the committee has signed his "coon trap" petition. But was ever a more absurd situation conceived? Here is a committee appointed by the organized pharmacists of Greater New York for the amendment of the pharmacy law diverting their efforts and even contributing money to the furtherance of a scheme involving a simple amendment to the pharmacy act which could be incorporated in their own revised law without the least difficulty. Where is Thomas J. MacMahan that these things are allowed to go on without a word of protest? It would be cruel to suggest that he is off by himself somewhere, laughing in his sleeve at the crude statecraft practiced by these amateur law-makers.

### TAX-FREE ALCOHOL HEARINGS.

CONSIDERABLE space is devoted in this issue to a report of the final hearings held in this city by the Joint Special Committee of Congress on "tax-free" alcohol. We have already recorded the hearings in Chicago, St. Louis and Cincinnati.

The investigations of the committee seem to have been carried out with a commendable fairness, both advocates and opponents of tax-free alcohol having been accorded courteous and thoughtful attention. The conduct of the hearings showed the members of the committee to be remarkably well informed on the widely varied fields in which alcohol is used and the questions put almost invariably touched the weak spots in argument presented whether pro or con.

A study of the questions propounded by the several members of the committee seems to indicate that the probable result of the inquiry will be a report favoring a reduction of the tax on alcohol to 70 cents per proof gallon. One of the strongest arguments advanced on behalf of such reduction was that it would probably tend to increase the revenue derived from this source.

(Written for the American Druggist.)

**HOW TO PURCHASE  
PHOTOGRAPHIC STOCK.**

By W. I. SCANDLIN,

Editor Photographic Bulletin.

To the druggist without experience in the handling or use of photographic stock the question of a judicious selection of goods is an important one, and with a view to aiding him in this direction we have made up three lists of such stock as will move readily, present an excellent variety of styles and which will yield a good return for the money invested. These lists have been examined and verified by one of the oldest and most reliable jobbing houses in the trade and may be depended upon as thoroughly reliable.

**An Invoice of Goods.**

The first list is based on the expenditure of \$51 and the profit on this expenditure at regular prices, nets the selling agent 48 2-5 per cent on his investment. This list would include seven cameras in sizes ranging from those making pictures 2½x2½ inches up to and including 4x5 inches, five of which are for use with glass plates and two for use with roll films, as follows: One Adlake camera, one Ray, one Ray Junior, one Klondike, one Quad, one Buckeye, 3½x3½, and one Buckeye, 4x5; for supplies there would be twelve dozen Climax dry plates, three dozen each of which would be 2½x2½, 3½x3½, 3½x4½ and 4x5, one-half dozen spools of American film of twelve exposures each for 3½x3½, and three spools of twelve exposures each for 4x5 pictures; of printing out papers the list would include three dozen each 3½x4½ and 4x5 American gelatine paper and one dozen each 3½x3½, 3½x4½ and 4x5 Aristo Platino Paper. In addition to the above there would also be one Quad developing outfit and one 3½x3½ EA developing and printing outfit complete, two extra holders each for the Klondike, Ray and Ray Junior cameras, 100 card mounts, 3½x4½, gold bevel edge, round corners, in either primrose or pearl color, 100 ditto, 4½x5½, and 100 white mantello mounts for 3½x3½ prints; also one bottle each of chloride of gold and No. 1 Aristo Platinum, one 8-oz. bottle EA Toning and Fixing Solution and one 8-oz. bottle of Climax Developer, one changing bag for Quad camera, one Popular tripod, one print mounter and one 4-oz. jar of Professional Paste. Such an assortment as this for the outlay involved is very comprehensive and will be found well suited for a trial order on a small scale.

**A Larger Trial Order.**

A larger list, involving an outlay of \$100, on which the net profit figures 53 per cent on the investment could be made up to contain the following assortment of cameras, namely, one Adlake, one Ray, one Ray Junior, one Klondike, three Quads, one Buckeye, 3½x3½, one Buckeye, 4x5, one Buckeye Special, for both plates and films, 3½x3½, and one Buckeye Special, 4x5, for both plates and films; Climax plates, forty-eight dozen, as follows: twelve dozen each 2½x2½, 3½x3½, 3½x4½ and 4x5; American films, one dozen spools of twelve exposures each for 3½x3½, and one-half dozen spools of twelve exposures each for 4x5 pictures; printing-out papers, three dozen each, 3½x4½ and

4x5 American gelatine, and three dozen each 3½x3½, 3½x4½ and 4x5 Aristo Platino; one developing outfit for Quad, six 3½x3½ EA Developing and Printing Outfits, and one 4x5 ditto; one extra dry-plate holder each for 3½x3½ and 4x5 Special Buckeye, two extra ditto each for Klondike, Ray and Ray Junior cameras; 100 card mounts, 3½x4½, plain edge, round corners, primrose or pearl color, 100 ditto, 4½x5½; 100 gold bevel edge ditto each for 3½x4½ and 4½x5½, and 100 white Mantello mounts for 3½x3½ prints; also one bottle each chloride of gold and No. 1 Aristo Platinum, six 8-oz. bottles EA Toning and Fixing solution, six 8-oz. bottles Climax Developer, six boxes Anthony's Eikonogen Developing Powders, three changing bags for Quad, one Popular Tripod, three print mounters and six 4-oz. jars of Professional Paste.

**Larger Outlay, More Profit.**

The third list, which is figured on an outlay of \$191, carries with it a profit of 64½ per cent on the investment and would be made up of the following goods: Cameras, one Adlake, three Rays, three Ray Juniors, three Klondikes, three Quads, six Buckeyes 3½x3½, three Buckeyes 4x5, three Buckeye Specials 3½x3½, and one Buckeye Special 4x5; Climax plates, twelve dozen each, 2½x2½, 3½x3½, 3½x4½ and 4x5, and three dozen each 5x7 and 5x8; two dozen spools of American film of twelve exposures each for 3½x3½, and one-half dozen spools for 4x5 pictures; printing-out papers, six dozen each 3½x4½ and 4x5, American gelatine, and six dozen each 3½x3½, 3½x4½ and 4x5 Aristo Platino; two Quad Developing Outfits, one dozen 3½x3½ EA Developing and Printing Outfits, and three 4x5 ditto; two extra holders for 3½x3½ Special Buckeyes, two ditto for 4x5 Special Buckeyes, and four each for Klondike, Ray and Ray Junior cameras. In card mounts the same sizes and styles as are named in the \$100 list, but 200 of each. Two bottles each chloride of gold and Aristo Platinum, twelve 8-oz. bottles of EA Toning and Fixing Solution, twelve 8-oz. bottles Climax Developer, twelve boxes Anthony's Eikonogen Developing Powders, three changing bags for Quad, two Popular Tripods, six print mounters, six 4-oz. jars Professional Paste, one Tourist carrying case for Quad, one carrying case for 3½x3½ Buckeye and one ditto for 4x5 Buckeye camera. It will be seen that in preparing these lists we have not included any of the chemicals which are in common demand for photographic purposes and which already form a part of the stock of almost every dealer, but have confined the selection to those goods which are distinct from the regular druggists' line, and if in so doing we have stimulated an interest in the fraternity, that may cause it to turn to the photographic field for an ally in building up the legitimate profits of a business which at best calls for arduous labor and in most cases small percentages on the right side, we believe a good will have been accomplished.

**Cod Liver Oil Emulsion.**

E. Barbirollet, Chim. Farm., 1897, 486.

Mucilage of Irish Moss (15 to 1,300)	150
Sugar	25
Cod liver oil	80

Dissolve the sugar in the decoction and shake up with the cod liver oil, when an emulsion forms very rapidly.

**LABORATORY NOTES.****Practical Papers at a Philadelphia College Meeting.**

**Dr. Harshberger Describes the Vegetation of the Yellowstone Park Region—Examination of Pomegranate Rind by Professor Trimble.**

At the regular pharmaceutical meeting of the Philadelphia College of Pharmacy, held on Tuesday afternoon, November 16th, an exceedingly interesting and instructive address on the "Vegetation of the Yellowstone Hot Springs" was presented by Dr. John W. Harshberger, of the University of Pennsylvania.

**Flora of the Yellowstone.**

Dr. Harshberger said that much had been written about the geological and physiographical features of the Yellowstone Park, but not much concerning the flora except from a systematic point of view. In describing the general characteristics of the vegetation of this region he said that the mountains are densely timbered, while the alkaline plains are practically treeless. The *Pinus contorta*, a straight and slender tree, predominates. Other trees which occur interspersed are representatives of the spruce, poplar and willow families. The Douglas spruce is distinguished as being the largest tree in the park. Pasturage in the valleys is excellent. This is furnished by Alpine timothy, blue joint and a few other members of the Gramineae.

The meadows and hillsides are variegated with bright-colored flowers, such as columbine, larkspur, harebell and aconite, although the vegetation in this part is not as interesting as might be supposed.

The plants in this region are subjected to rather unusual conditions of climate. Almost every night during summer there is frost. The fringed gentian closes its flowers at night and many plants are provided with a hairy or woolly covering and are thus protected against the cold.

**The Four Areas of Vegetation.**

Then coming to the flora of the Hot Springs, the author divided this into four areas. These are geysers and hot springs of the Upper, Lower and Norris Geyser Basin and the hot springs of the Mammoth Hot Spring Region. In the Geyser basins there occur deposits of silicious material (sinter) and in the Hot Springs region a calcareous deposit (travertine) is found. These formations are partly attributable to physical conditions, but it has been shown that physical processes are not the sole cause of the rapid deposition and the beautiful terraced appearance of the terraces, mounds, pools and geyser cones. In the case of carbonated waters plants take up carbon dioxide and deposit the calcium carbonate held in solution. In silicious waters they cause a gelatinous deposition of silica by the action of their protoplasm, which hardens on exposure. The plants which are instrumental in building up these formations, are microscopic in character, and belong for the most part to the Algae, while some are bacteria. Some toadstool-like mosses are also found and in the cooler waters which flow from the basin, large diatomaceous deposits occur.

Water at the altitude of the park boils at 198° F., and no life is found in water having a temperature above 185° F. A most luxuriant growth of Algae occurs in waters which have cooled to 104-122° F. The whole region was described as being most picturesque and to the botanist highly fascinating.

### PRACTICAL LABORATORY NOTES.

A practical paper, entitled "Laboratory Notes," was read by Charles H. La Wall. The author stated that very little data had been recorded on the subject of the stability of pharmaceutical preparations. He had the opportunity of placing on record the assay of a sample of fluid extract of ipecac more than 30 years old. It was made by the late Professor John M. Maisch when he had charge of the Government Hospital Laboratories during the Rebellion. The sample assayed 2.76 of alkaloid, which is higher than the standard now required.

#### Examination of Japan Wax.

Japan wax was reported on to the effect that 300 cases (aggregating 60,000 pounds) were examined during the year and found to comply with the requirements of the normal product. This was contrary to the author's experience, as reported in January last, when analysis showed that the product then on the market was grossly adulterated.

#### Carbonate in Calcium Phosphate.

An examination of several large consignments of precipitated calcium phosphate showed the presence of a large amount of carbonates. In one case the calcium carbonate was 40 per cent. This was a matter for serious consideration on account of the phosphate being directed in the formula for tincture of opium.

#### Beeswax Below the Standard.

Samples of beeswax examined during the year did not all answer to the customary standard. Of sixteen samples, seven were found to be pure, five contained small quantities of stearic acid, and one a large amount of stearic acid, and three contained paraffin in varying proportions.

#### Examination of Pomegranate.

The last paper on the programme was read by Professor Henry Trimble and was on "Pomegranate Rind."

The fresh rind of Spanish pomegranates was examined and found to contain 28.88 per cent of tannin in the absolutely dry substance. The ash calculated on the same basis amounted to 3.92 per cent, which was 2 per cent less than obtained by Flückiger. These figures were confirmed by a student in the laboratory, although he worked on different lots of rind.

Accompanying the paper were some of the Spanish variety of the fruit which had been obtained in the Philadelphia market.

### MEETING OF THE PHILADELPHIA BOTANICAL CLUB.

On Thursday, October 28th, at 8 p. m., a meeting of the Philadelphia Botanical club was held in the botanical room of the Academy of Natural Sciences, Nineteenth and Race streets. Dr. A. W. Miller presided. The greater part of the evening was taken up by a description of the flora of the North Mountain by Stew-

ardson Brown, a local botanist of repute, and secretary of the club.

The North Mountain is situated in Sullivan County, near the boundary lines of Wyoming, Luzerne and Columbia counties. The altitude is in the neighborhood of 3,000 feet, and an interesting flora is found, especially in the vicinity of some of the lakes, which are numerous in that part of the State.

The new violet (*Viola porteriana*) was found, and many unusual discoveries were described and specimens to the number of about 500 were exhibited by the speaker of the evening, and also by Joseph Crawford, the well-known druggist and botanist, who has been Professor Brown's companion upon a number of the trips.

Dr. Ida Kellar was present and reported that the check lists which she distributed among the members of the club and other local botanists last spring were being turned in with records of localities, from which she expects to compile a very complete flora of the territory embraced by the club's trips, which includes parts of New Jersey, Delaware and Pennsylvania east of the Susquehanna river. Dr. Jahn exhibited a ballast-ground find which he had found himself unable to classify, and which was unknown to the members of the club who were present. A specimen of *Limosella aquatica* growing in a flower-pot was also exhibited. Much enthusiasm was manifested over the display by Mr. Troth, a prominent photographer, of some studies of wild flowers in their natural condition, so far as was possible. A collection of this kind would be invaluable as an adjunct to the herbarium, and make such a collection almost as valuable as an herbarium of the dried plants themselves.

The complete collection of Mr. Troth's studies is on exhibition at the rooms of the Photographic Society during the month of November. The photographs were made by laying the plants upon a plate of glass and taking the picture from above by supporting the camera with the lens pointing downward. In this manner the difficulty of photographing very weak and flaccid plants (which will not remain upright after collecting) is obviated, though amusing errors are sometimes made. Mr. Troth related an experience in photographing a leguminous plant with very heavy pendant pods which was laid out in this manner by one unaccustomed to seeing it growing, with the astonishing result that the photograph represented these enormous pods as sticking straight up, notwithstanding the frail stems which attached them to the plant.

### Hoover's Pyro and Potash Developer.

#### No. 1.

Water .....	12 ozs.
Sulphite soda crystals .....	2 ozs.
Citric acid .....	60 grs.
Bromide ammonium .....	20 grs.
Pyro .....	1 oz.

#### No. 2.

Water .....	12 ozs.
Sulphite soda crystals .....	2 ozs.
Carbonate of potash .....	3 ozs.

#### To develop, take

No. 1 .....	1 dm.
No. 2 .....	1 dm.
Water .....	1 oz.

To develop a 5x8 plate take water, 4 ounces; No. 1, 2 drachms; No. 2, 2 drachms. If more intensity is required,

add more of Nos. 1 and 2. More of No. 1 will restrain and No. 2 will accelerate.

### Monument to Pelletier and Caventou

The raising of funds towards the erection of a monument to the discoverers of quinine has progressed very rapidly during the past two weeks in Philadelphia. The members of the Board of Trustees of the College of Pharmacy promptly sent in their contributions, and some of the large manufacturing houses who were informed of the movement responded liberally.

In view of the spontaneous action which has taken place, together with the courteous expressions of interest which have accompanied the donations, it is believed that an appeal to all the pharmacists in the country will meet with hearty approval, and result in the accumulation of a fund that will be worthy of the pharmaceutical profession of America. That this movement may become popular it is suggested that the amount for each be \$1 (5 francs). No one need hesitate to send less, and more has already been received from quite a number. Whatever the amount let it be sent at once. Let the movement be popular. Many inquiries have already been received concerning the biographies of Pelletier and Caventou.

Joseph Pelletier was born in Paris on the 22d of March, 1788, and died on the 19th of July, 1842. He was the son of an apothecary and adopted his father's profession. Later he became Director of the Ecole de Pharmacie, and a member of the French Institute; he was also a member of the Academy of Medicine, of the Council of Health, and an officer of the Legion of Honor. In 1818, with Caventou, he discovered strychnine; in 1820 these coworkers discovered quinine, in 1818 they discovered veratrine, and shortly after brucine. Pelletier was associated with Corriol in the discovery of aricine in 1829; in 1832 he discovered narceine, and in 1835, with Thiboumery, pseudomorphine was discovered. This list might be extended considerably, but the discovery of any one of the principles mentioned would have made him famous.

Joseph Bienaimé Caventou was born in 1796 and, as Pelletier, he was at first an apothecary and later became Professor of Toxicology in the Ecole de Pharmacie. His most important discoveries were made in conjunction with Pelletier. He was admitted to the Academy of Medicine when scarcely 27 years of age; later he became dean, a position he held at the time of his death, May 5, 1877.

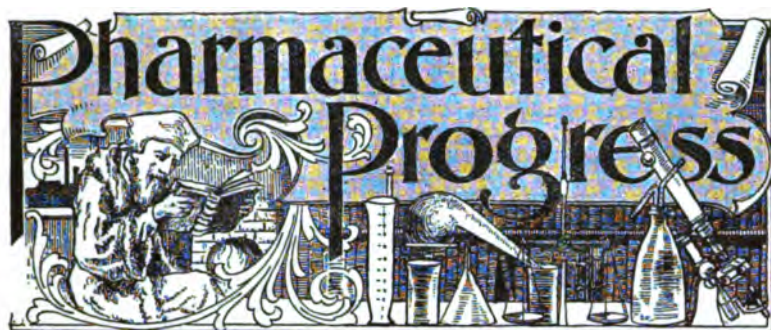
Caventou was one of the first, if not the first, to point out the existence of chlorophyll in the green parts of plants as a special chemical substance. After thirty years of service in the School of Pharmacy he resigned from a sentiment of exaggerated modesty, as he imagined that his methods had become antiquated. This disposition to extreme modesty was still more marked after twenty years of retirement. Pelletier and Caventou in 1826 were given a prize of 10,000 francs by the Academy of Sciences for their work on the cinchonas.

Is there a record in pharmacy of more unselfish labor given freely for the benefit of mankind? The undersigned has been appointed by the Philadelphia College of Pharmacy to receive subscriptions and forward them to Paris.

HENRY TRIMBLE,

145 North 10th street, Philadelphia.





**Lead Ointment.**—F. W. Hausmann advocates the use of anhydrous wool-fat as a basis for lead cerate, the cerate to be made by incorporating 20 parts of solution of lead subacetate in 80 parts of the anhydrous fat. Specimens so made kept unaltered for two months.

**Estimation of Glucose in Urine with Methylene Blue.**—Take one Cc. of urine, previously diluted with 3 parts of water, add 5 or 6 drops of methylene blue solution (1 to 5,000), to which a few drops of potash solution has been added. When so treated normal urine will turn blue, but if glucose be present the liquid will either become colorless or assume a pale yellow tint.

**Mayol.**—Mayol is a new preservative introduced by Ed. May, of Budapest (*Pharm. Centralh.*, XXXVIII, p. 506). According to Prof. K. Than, it is a mixture of ethyl and methyl alcohols with boric acid, glycerine, and ammonium fluoride. Meat treated with the solution becomes coated with a crust several millimeters in thickness, beneath which it is said to remain fresh for weeks.

**Toxoids.**—Professor Ehrlich (*therap. monats.*, 1897, 549) applies this name to a modification of the toxins produced by bacteria. The toxoids are a less virulent form than the toxins, but are not like the antitoxins. In so far as the particular toxoid approaches antitoxin in character is indicated by a prefix and we thus have protoxoid, syntoxoid or epitoxoid. Since toxins are very unstable they are frequently partially converted into toxoids.

**Pharmacopoeial Requirements for Copaiba Criticised.**—Lyman F. Kebler states (*Am. Jour. Pharm.*, 1897, 579) that over 99 per cent of the copaiba of the market will fail to respond to the pharmacopoeial tests, as those tests require a solidifiable copaiba, whereas but very little of this is sold. Resin copaiba should be dismissed from the pharmacopoeia, according to this author, or the official requirements changed, as almost any resin will answer them.

**St. Thomas Balsam.**—Moller (*Zeit. trop. Landwirt.*) states that this balsam is a most valuable therapeutic agent which exercises a most remarkable healing action on wounds and cuts. The balsam is also used internally in disease of the bladder and in coughs. The balsam is obtained from the *Santiriopsis Balsamifera*, Engl., a member of a natural order Burseraceae. The balsam is obtained by making incisions in the stem of the plant when the resinous sap flows out and is hardened by the action of the sun. In its habitat it is called by the natives "Belam bo" or "Goqui." The Portu-

guese call the tree Pan oleo. The trees range from 60 to 90 feet in height and the trunks grow to a diameter of  $4\frac{1}{2}$  to 6 feet.

**Electrolytic Preparation of Iodoform.**—As is well known, chloroform and iodoform may be prepared by the action of electricity upon aqueous solutions of alkali chlorides or iodides in the presence of alcohol or acetone as the case may be. Schering has patented a process for making iodoform by electrolysis in the presence of a stream of carbon dioxide. Helms and Herz have ascertained, however, that the use of carbon dioxide is unnecessary, the addition of an alkali carbonate increasing the yield of iodoform. These authors have recently further investigated the subject, and conclude that the best results can be obtained by working at a temperature of 60° C. in a liquid composed of 5 Gm. of soda, 10 Gm. of potassium iodide, 20 Cc. of alcohol and 100 Cc. of water. A low current is used and the iodoform is removed every hour, the anode liquid being strengthened by the addition of soda, potassium iodide and alcohol in the original proportions. The iodic acid forms very slowly when this method of operation is pursued and a long time is required before a sufficient quantity accumulates to be of any detriment to the process. Iodoform cannot be prepared from acetone by this process and neither chloroform nor bromoform can be prepared in this manner.

**Detection of Turmeric in Powdered Rhubarb.**—Adam Jaworowsky recommends the following process: Agitate 1 gramme of powdered rhubarb for several minutes with 10 Cc. of chloroform and filter through a small filter. To the filtrate add fifteen times its own volume of petroleum spirit and shake well, and divide into two parts. Shake up one portion of this once or twice with from 1 to 1.5 Cc. of saturated borax solution, and treat another with 2 or 3 Cc. of pure strong sulphuric acid. If the powdered rhubarb is pure, the chloroform solution will have a straw yellow color, which will disappear on mixing with the petroleum benzene. On agitating the benzene solution with sulphuric acid, the benzene solution turns light brown while the acid remains colorless. The portion of the chloroform benzene mixture which is agitated with borax solution is not changed in appearance. If turmeric has been used the chloroform extract would have a yellowish brown color with a greenish fluorescence which is quite noticeable if even a very small quantity be present. The addition of the petroleum benzene to the chloroform extract causes the precipitation of a yellowish, flocculent precipitate, but the liquid does not lose its yellow color nor its fluorescence. The benzene and chloroform mixture, when agitated

with sulphuric acid of 1.04 specific gravity becomes violet in color, while the sulphuric acid takes on a fuchsin red coloration turning rapidly into reddish brown and then slowly into a yellowish brown. On shaking the benzene chloroform mixture with borax solution, the latter turns violet while the upper layer remains unchanged. The reactions are very delicate and show the presence of even very small quantities of turmeric.

### Paste for Labels.

According to a German photographic journal, the following formula yields a paste which will serve equally well to affix labels to glass, porcelain or metal:

Acacia .....	4 dra.
Tragacanth, powdered .....	2 dra.
Glycerin .....	$1\frac{1}{2}$ f. dra.
Thymol .....	5 gra.
Alcohol .....	1 dr.
Water, sufficient to make .....	4 oza.

Dissolve the acacia in half an ounce of water; rub up the tragacanth with one ounce of water, mix the two and strain through a cloth. Then add the glycerin and the thymol, first dissolving the latter in the alcohol.

### Sodio-Magnesium Citrate Solution.

Prof. Semitt, of Lille (*Rep. de Pharm.*, 1897, 434) proposes to prevent the formation of a precipitate in magnesium citrate solutions by introducing into the molecule of the magnesium compound a monovalent base, thus securing a more permanent compound. A similar end is effected with ferric tartrate by the introduction of potassium, but Semitt recommends the introduction of sodium according to the following formula:

Citric acid .....	51 oza.
Sodium bicarbonate .....	25 oza.
Magnesium carbonate .....	13 oza.
Water .....	150 oza.

Dissolve 21 ounces of citric acid and the sodium bicarbonate in 75 ounces of water; dissolve the remainder of the citric acid, and the magnesium carbonate in the remainder of the water, the two solutions mixed and the mixture filtered after standing 24 hours. The solution remains permanent for several weeks.

### For Cold in the Head.

Dr. H. B. Whitney recommends the use of a pinch of the following snuff every three or four hours, preferably accompanied by the internal administration of gelsemium or atropine:

Cocaine hydrochlorate .....	5 gra.
Menthol .....	8 gra.
Boric acid .....	1 dr.
Powdered coffee .....	16 gra.

One should be careful in advising the use of this snuff, as there is great danger of contracting a cocaine habit from its prolonged use.

R. Wunsche suggests that as soon as the first symptoms of cold in the head appear, such as sneezing and frontal discomfort, 4 or 5 drops of a solution of 30 gr. of menthol in 5 fl. drachms of chloroform be rubbed on the hands and then inhaled, the hands being held in the shape of a cone over the nostrils.

In a Vienna clinic the regular treatment of the first stages of a cold in the head consists in snuffing up a pinch of the following powder every two hours:

Powdered camphor .....	1 dr.
Powdered sugar .....	1 dr.

## THE DIGESTIVE POWER OF PEPSIN IN THE PRESENCE OF ALCOHOL.\*

By C. SYMES, PH.D.

Some years ago I conducted a series of experiments with a view of determining the relative digestive value of the various pepsins then on the market, and published the result of the inquiry<sup>1</sup>. Subsequently I was requested to continue and extend the investigation for publication in one of the medical journals, and in consequence I gained some amount of experience in this kind of work. The experiments were carefully conducted and after a lapse of time were repeated by a French investigator, who confirmed my results. Time "which tries all things" also testified to their correctness, for the pepsin which was then mostly prescribed and relied on has since practically disappeared from the market, its quality having been found by experience to be inferior to that of similar preparations by other makers. Apart from the relative value of various pepsins I also experimented on the digestive power possessed by pepsin in the presence of alcohol, and found that its activity was reduced in proportion to the amount of alcohol present. From this I drew deductions which I have since learnt to modify, although the facts remain. I condemned wine as a vehicle for the administration of pepsin because of its property of retarding the activity of the medicinal agent it carried, and recommended in the place thereof a solution of fresh pepsin in raspberry vinegar. This constitutes an excellent preparation, and at present I know of no better, but the public never took very well to this "pepsin elixir," as many persons have a decided objection to acids. It has, however, been prescribed with satisfactory results.

The experiments referred to were conducted in glass bottles placed in a water bath kept at a uniform temperature of 100° F. by means of a Reichart's thermostat. The importance of adopting the same temperature on all occasions when conducting comparative experiments was rendered evident by increasing the temperature to 110° F., when digestion was found to proceed much more vigorously than at 100° F., all other conditions being equal. Still, the presence of alcohol had the same prejudicial effect in retarding solution of the coagulated albumin used. If, however, the bottles were replaced by wetted animal membranes the condition of things was materially altered. It was found that the alcohol present in the liquid through which the coagulated albumin was distributed soon began to diffuse through the wetted membrane, and that the pepsin commenced to act with the same energy, as in those containers where no alcohol was present, so that at the end of two hours there was no considerable difference between the weight of undissolved albumin in each case. The interest which this experiment has for us as pharmacists is that it shows that an alcoholic liquid, such as wine, may be used in preparing a solu-

tion of pepsin for medicinal use, and that if properly made it soon becomes active when taken into the stomach in the presence of suitable food. Rectified spirit may also be used as a preservative in making essence of rennet, because its excessive dilution and ready evaporation, when mixed with the proper quantity of milk and warmed, overcome any prejudicial effect the spirit may have on the peptic bodies present. Glycerin is an excellent solvent of pepsin, as is well known, but unless it is used in sufficiently large quantity to render the solution distasteful to the patient it is not a good preservative. A solution of freshly prepared undried pepsin in dilute glycerin, to which 10 per cent of rectified spirit is added, forms, when filtered, an excellent medicinal preparation which may be flavoured to taste.

## NOTE ON THE ANALYSIS OF CASSIA OIL.\*

By J. OLDHAM BRAITHWAITE.

Those who are familiar with the analysis of cassia oil are well aware that the quality of the oil in different bottles of the same consignment is apt to vary between wide limits. It has been repeatedly shown that the results of analysis of one or two original bottles are of little or no value as an indication of the aldehyde percentage of the bulk of any one consignment. Although this is well known, a recent experience proves that this very obvious fact is often lost sight of, and that the practice prevails in the London market at the present time of basing analytical reports on cassia oil from improperly bulked samples.

A client recently submitted to me for analysis a sample from one case of cassia oil which he had purchased, with a guarantee that it contained from 80 to 85 per cent of cinnamic aldehyde. This sample submitted to me, drawn from one bottle, only assayed 66 per cent of that body. The remaining three bottles gave on analysis 78, 77 and 77 to 78 per cent of aldehyde respectively. The mean aldehyde percentage of the contents of the four bottles fell, therefore, below 75 per cent. It afterwards transpired that the certificate had been given in the first instance from a sample drawn from one bottle only, which was taken to represent the aldehydic value of the whole consignment consisting of many cases. The fallacy of this procedure is obvious, and such analytical data are worthless and misleading, being unsatisfactory alike to the vendor, the purchaser, and the analyst.

In order to obtain definite results it is absolutely necessary that the sample of oil submitted for analysis should fairly represent the bulk of the article. Since cassia oil bottles are approximately of the same capacity, this might be effected by taking a definite volume from each bottle and mixing these portions before submitting them to analysis. For ordinary commercial purposes this would probably be sufficiently accurate. If not, the purchaser should specify that the analysis should be made upon the oil actually purchased or upon "worked" oil. The assumption that the aldehydic value of one bottle of a consignment of cassia oil may represent the value of the remainder is neither logical nor scientific.

\* *Pharmaceutical Journal*.

I have found the slight modification of the ordinary Herschon flask, suggested and made for me by Mr. C. C. Muller, 148 High Holborn, although trivial, a decided improvement on the ordinary form. It consists simply of a 10 Cc. pipette graduated in tenths, blown onto a 125 Cc. flask; the range of graduations is longer than in the ordinary form, which is usually only marked up to 6 Cc. in tenths. This longer scale allows the flask to be used with greater accuracy for other purposes than the assay of cassia oil, such as the determination of phenols in those oils which contain them. The longer tube, too, allows the pipette employed in introducing the cassia oil to hang in the neck of the flask as a kind of loose stopper during the violent reaction which takes place on first mixing the oil with the sodium bisulphite solution; in this way it acts as a sort of valve, preventing loss by spurting, which is apt to occur with the old form of bottle. The graduation being from top to bottom, when the level of the lower meniscus of the non-aldehydic fluid is exactly adjusted to the 10 Cc. mark, the unoccupied space in the scale may read off directly as aldehyde.

## THE CHEMISTRY OF CLOVE OIL.\*

Erdmann<sup>1</sup> has published some interesting results of his investigation of clove oil and the oil distilled from clove stalks. In preparing caryophyllene by treating clove oil with solution of caustic alkali the undissolved portion of the oil was always found to be oxygenated, and only by using alcoholic potash was it obtained free from oxygen. Oil from clove stalks shaken with dilute caustic alkali yielded at once the sesquiterpene.

On treating the oil that is separated from clove oil by solution of caustic alkali, with alcoholic potash and adding some ether, to dissolve and separate the terpene, the alkaline solution was found to contain eugenol, which was separated on acidifying with sulphuric acid, and on distilling the acidified liquid acetic acid was obtained. Hence it was evident that clove oil contains as one of its constituents acetuegnol, a compound which is at once saponified by alcoholic potash, but less readily by a water solution of caustic alkali, and thus the presence of oxygen in the oil undissolved by caustic alkali solution was accounted for, as well as the circumstance that neither this undissolved oil nor clove oil itself has a constant boiling point. That is not due to difference in the amount of caryophyllene, for though it has a somewhat higher boiling point than eugenol, the tension of both substances is nearly the same at 123° C., under a pressure of 13 Mm., and the higher boiling point, 125°-150° C., of the oil undissolved by caustic alkali is due to the presence of acetuegnol.

In the determination of eugenol in clove oil by Thoms' method<sup>2</sup> it is assumed that the whole of the eugenol is present in the free state, and the question arose whether the presence of some portion of it in the state of ester affected the determination. That was found to be the case by comparative experiments with clove oil previously saponified by heating to 100° C.

\* *Pharmaceutical Journal*.

1 *Journ. Prakt. Chem.*, lvi., 176.

2 *Pharm. Journ.* [3], xxii., 450.

3 *Ann. Chem.*, 126, 14.

4 *Ann. Chem.*, 179, 369.

\* Read before the Liverpool Chemists' Association.

1 *Pharmaceutical Journal* [3], iv., 1. See also note on "Latent Pepsin," by G. W. C. Phillips, in *Pharmacist*, viii., 200, and "Year Book of Pharmacy," 1876, p. 317; paper on "Pepsin in Alcohol," by M. Bardet, *Nouveaux Remèdes*, 1887, p. 243, and *Pharmaceutical Journal* [3], xviii., 93; and paper on "Pepsin Wine," J. Clark, *Pharmaceutical Journal* [3], xxii., 597.

with caustic alkali, and with oil which had not been so treated, the results given by three samples being as follows:

	Thoms.	Total	eugenol.
Clove oil A .....	83.9		85.68
Clove oil B .....	82.97		84.84
	82.77		
Clove oil C .....	80.2		81.9

The low specific gravity of the oil distilled from clove stalks as compared with the large amount of eugenol it contains is explained by the absence of acetugenol, the relation between the specific gravity and the amount of eugenol in the case of clove oil being due to the presence of some acetugenol, the specific gravity of which is much greater than that of eugenol.

On saponifying clove oil with a known quantity of alcoholic potash and determining the residual free alkali, a result was obtained indicating the presence of a much larger quantity of acetugenol than was actually present, and this was ascertained to be due to the presence of a compound yielding salicylic acid, the occurrence of which in clove oil was pointed out by Scheuck,<sup>3</sup> but disputed by Wassermann<sup>4</sup>. By merely shaking clove oil with solution of caustic alkali, no indication of salicylic acid is obtained, but after the saponification effected by boiling with soda solution, salicylic acid can be detected in the aqueous liquor. It is suggested that the compound present in clove oil and yielding salicylic acid by saponification may be eugenol ester of acetylsalicylic acid.

The yellow coloration produced on treating clove oil with caustic alkali was suggestive of the presence of an aldehyde, and a product was obtained which proved to be furfural, a substance which Messrs. Schimmel have also found in clove oil together with normal amyl-methyl ketone, to which they attribute some influence as the cause of the ether-like odor of clove oil, which a mixture of eugenol caryophyllene and furfural does not possess.

Erdmann also suggests that eugenol is probably not the only phenolic constituent of clove oil, because the boiling point of the crude product has a wider range than is consistent with its chemical individuality, and also because in re-distilling eugenol he has obtained a residue of phenolic character, though its resinoid character did not invite further investigation.

### Professor Bogoslowsky on Apenta.

W. S. Bogoslowsky, from clinical observations on the action and value of a constant bitter water, draws the following conclusions (Transactions of the Moscow Section of the Society for the Preservation of Public Health, No. VI.):

"Systematic treatment with Apenta water is especially indicated for constipation produced by atony of the bowels, and it has the advantage that its use does not give rise to subsequent constipation.

"Its action is more gentle than that of some other bitter waters because it contains less calcium sulphate and no magnesium chloride. It is probably owing to this circumstance that it does not cause crampy pains.

"The efficiency of Apenta as a remedy for the systematic treatment of obesity is clinically established."

Quicksilver is shipped in iron flasks containing uniformly 76½ pounds, net. The mouth of the flask is secured by an iron screw about three inches long.

## SOME COMMON POISONOUS PLANTS.

By V. K. CHESNUT,

Assistant, Division of Botany, U. S. Department of Agriculture.

### General Remarks.

The plants commonly looked upon as poisonous are those which through general experience, history, or tradition have long been known to produce some ill effect upon animal life. The number recognized in any country tends, therefore, to be proportional, not only to the variety of its flora, but also to the antiquity of its civilization; and the popular estimation of the virulence of any particular plant depends in great measure upon the number of its victims as well as upon the rapidity and violence of its effects. The literature of these plants is filled with allusions to the species growing in Hindoostan and the Greek and Roman provinces, and history teaches how certain species, such as the peach (for its pits and leaves) and the hemlock, came to be especially dreaded by the ancients on account of their extensive use in putting State criminals to death. The literature of Europe contains the names of over three hundred and fifty plants which, in that quarter of the globe, have been known to produce ill effects upon man or animals, while in North America there are only a few which have been generally recognized as poisonous, and these grow mostly in the Eastern and more thickly settled half of the continent. Very little is known concerning those which are native to the region west of the Mississippi river. Those chiefly reported in the newspapers throughout the United States are poison ivy, the so-called "wild parsnip," and certain fleshy fungi commonly known as toadstools. It is true, however, that a considerable number of plants should, at least provisionally, be ranked as poisonous in the flora of a comparatively new country, such as the United States. It is a fair presumption that every plant is poisonous which is very closely related to a species recognized as virulent in other countries. It is prudent, also, to suspect all plants popularly supposed to produce ill effects, regardless of the results of analysis hitherto made, for the chemical and biological investigation of plant poisons is as yet too little advanced to furnish conclusive data in all cases.

### NUMBER OF POISONOUS PLANTS UNDER-ESTIMATED.

There are several causes which tend in the United States and elsewhere to an underestimate of the number of poisonous plants. In the absence of statistics, objection is made to an increase in the number of ill-reputed species for aesthetic reasons, and on the ground that plants exist for consumption by animals, and can not therefore be poisonous. These ideas are wholly without scientific foundation and are deplorably misleading; indeed, instances might be cited where men have nearly sacrificed their lives in attempting to verify the supposed innocent nature of certain plants which authorities have declared harmless. Yet, it is impossible to refute these ideas all at once, on account of the apparent uncertainties and contradictions which the subject pre-

sents to the novice. A full acquaintance, however, with the preparation of drugs and with their action upon animals removes many of these uncertain factors.

It is characteristic of organisms, both plant and animal, that their elements are slowly, but constantly, undergoing chemical changes. During health these changes take place naturally and afford heat and nourishment. In sickness they take place with greater or less rapidity, according to the chemical nature of the compounds involved in the disease, and are modified by the proper application of drugs. Poisons differ from foods and medicines mostly in the rapidity, but also to some degree in the character, of the chemical changes which they produce. They are therefore to be considered as substances which are unstable or extremely liable to change. This fact has always been recognized to a limited extent by experts, but it has only somewhat recently become known that certain plant poisons are destroyed even by the addition of alcohol, or by simply heating to a temperature of 60 deg. C. Thus, the poison is subject to destruction in the process of analysis. Further than this, it may not exist in the part analyzed; and, moreover, the amount varies greatly in the same species, according to climate and conditions of soil and season.

### DIFFERENCE IN SUSCEPTIBILITY.

Again, the susceptibility of animals differs greatly. Some are little, if at all, affected by poison taken in quantities which, judging from the effects produced on others, should cause instant death. This may be due to differences in physiological functions, in character of food, or in natural or acquired habits. It is well known, for example, that large quantities of certain poisons, such as strychnine, opium, and arsenic, can be taken with impunity by man after the long-continued use of small doses. May not this endurance of certain animals be explained on analogous grounds? Other factors which determine differences of action are age, sex, temperament, and idiosyncrasy; the latter explains why strawberries are poisonous to some individuals.

In the widest sense, therefore, all those plants should be classed as poisonous which have ever produced ill effects accidentally, and not those alone which the combined knowledge of the botanist, the chemist, and the animal expert has proved to be such. Especially should this view be taken in a new country, and in the case of plants likely to tempt the appetite. By this cautious attitude the dangerous plants can be ascertained and antidotes be determined without repeated sacrifice of life and property.

Chemistry has already rendered much service in explaining the obscure behavior of some of these poisonous plants, and it is believed that recent discoveries will point out the true character of some species which have hitherto baffled all scientific progress.

### Poison Ivy.

The poison ivy (*Rhus radicans*) occurs abundantly throughout the United States east of the Great Plains, and in greater or less abundance throughout the less arid regions of the West, with the exception of California, where it appears to be entirely wanting in all localities. It grows



everywhere in the open brush, in ravines, and on the borders of woods, and it spreads along roadsides and cultivated fields from seeds carried by crows and other birds which feed upon its fruit. It is generally a climbing vine, but if no support is at hand it either trails along the ground or sends up short vertical shoots. (Fig. 24.)

#### PLANTS RESEMBLING POISON IVY.

Besides one near Western relative, which is almost as poisonous, there are no other plants which resemble it closely excepting the non-poisonous box elder, the leaves of which bear a striking resemblance to those of the ivy. It is only in its seedling stage, however, and when growing along hedges, that the box elder could be taken for ivy. The Virginia creeper, also non-poisonous, is sometimes mistaken for the poison ivy, but it is easily distinguished by having five, instead of three leaflets, all of which spread

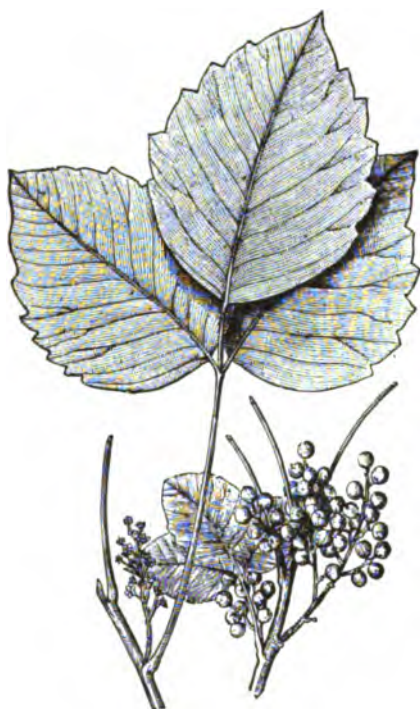


Fig. 24—Poison Ivy (*Rhus radicans*).

out from a common point, like the fingers of the hand.

#### ALLIED POISONOUS PLANTS.

Perhaps no plant is more popularly recognized as harmful than the poison ivy. Its effects upon the human skin are familiar to everyone, and as its victims far outnumber those of all other species combined, it has come to be regarded as the principal poisonous plant of America. Some of its other common names are poison oak, poison vine, and mercury. Its nearest relative is a plant known to botanists as *Rhus diversiloba* (Fig. 25), which grows in similar situations at low altitudes throughout the Pacific coast from Lower California to Canada and northward. Western people call it poison oak because the leaves, though very unlike those of the common Eastern oaks, bear a considerable resemblance to the common species of the West. The leaves differ in size, as well as in shape, from those of the poison ivy. Ranked to-

gether in the same genus are two other poisonous plants, which, although they produce the same effect upon the skin, are yet totally different in their gross appearance, being thus more closely allied to the sumac or non-poisonous species of the group. Only one of these is at all common, and that is the poison sumac (*Rhus vernix*), which is found growing in swamps from Florida to Canada and westward to the Mississippi Valley. It is a shrub or small tree, six to eighteen feet in height, with long pinnate leaves having from seven to thirteen smoothly-polished leaflets. It is also commonly known as "poison dogwood," "poison ash," and "poison elder." (Fig. 26.) The other poisonous sumac (*Rhus michauxii*) is a rare shrub, recently re-discovered in North Carolina.

#### POISONOUS PRINCIPLE OF RHUS.

Poison ivy has long been regarded by the ignorant with a degree of awe akin to superstition. No one was able to tell how it produced its effects, and why it attacked some people and not others. Mysterious principles were relied upon to explain the phenomena, and up to the present time the common belief has been that the poisonous constituent was really an exhalation from the plant. In the latter part of the last century it was so regarded by the expert; then, as our knowledge of plant chemistry advanced step by step, it was attributed more concretely to a specific gas, a volatile alkaloid, and a volatile acid like formic acid. More recently still, bacteria have been accused of causing the affection. Experiments have seemed to verify these ideas in turn, but the falsity of all has at last been proved by the discovery of a more tangible compound. In January, 1895, Dr. Franz Pfaff, of Harvard University, announced that the poison is in reality a nonvolatile oil. Numerous experiments have been performed with the purified oil, and it has been shown to produce exactly the same effects as the plant itself. Dr. Pfaff has called this substance "toxocodendrol." It is found in all parts of the plant, even in the wood after long drying. Like all oils, it is insoluble in water, and therefore can not be washed from the skin with water alone. Alcohol dissolves it readily. Alkalies saponify it, and thus render it inert, but this result is more easily obtained by an alcoholic solution of the sugar of lead (lead acetate). Numerous experiments show that when the smallest amount of this oil is applied to the skin it is very gradually absorbed in the course of a few days, and that within certain limits the longer it remains upon the skin the greater will be the effect produced.

#### EFFECTS AND TREATMENT OF RHUS POISONING.

In an experiment performed by the writer at the Department of Agriculture the oil was applied to four spots on the wrist and carefully kept from spreading to other parts of the body. At the end of an hour one of these spots was well washed with successive treatments of pure alcohol; in three hours another was washed clean in the same manner; the other two were allowed to remain three hours longer. The effect produced on the first spot was very slight; that on the second was more marked, but did not equal the effect produced on the

other two, which was about equal. The affected places were all within an inch of each other, but all remained wholly distinct, a circumstance which very clearly shows that the affection is not spread through the agency of the blood. Subsequent applications of an alcoholic solution of the sugar of lead gave immediate and permanent relief. In practice it is not desirable to use strong alcohol, which is apt to be too irritating to a sensitive surface, but a weaker grade of from 50 to 75 per cent should be preferred, and to this the powdered sugar of lead is to be added until no more will dissolve. The milky fluid should then be well rubbed into the affected skin, and the operation repeated several times during the course of a few days. The itching is at once relieved, and the further progress of the malady is checked. The remedy has been tried in a large number of cases and has always proved successful, but it must be remembered that it is itself a poison when taken into the mouth.



Fig. 25—Poison Oak (*Rhus diversiloba*).

Poison ivy being so great a public nuisance, it is strange that no legal measures have ever been carried out to suppress its growth. Municipalities protect their people against diseased food by the appointment of inspection agents, and farming communities defend themselves against the ravages of animals by bounties. Why should not this plant in some way be provided against, especially now that its poisonous nature and its antidote are so exactly known? Much would be accomplished if the owners of suburban places of popular resort were compelled to weed out the vine from their premises. The regulation might also be made to cover its destruction along the country roadsides.

#### The American Water Hemlock.

The American species of water hemlock (*Cicuta maculata*) is by far the most virulent plant native in the United States. (Fig. 27.) It is found growing at low elevations, along streams and ponds, and in marshy ground throughout the eastern portion



of the continent, not extending apparently very far west of the Great Lakes. It is perennial in duration, and grows to a height of from four to eight feet. In some river marshes it is so extremely abundant that in early summer the landscape is whitened by its bloom. It belongs to the well-known parsley family, and may easily be distinguished by its fascicled, spindle-shaped roots, which are from one and one-half to three inches in length, and by the trellised structure of the underground portion of its main stem. Both of these parts are strongly impregnated with a yellow, aromatic oily fluid, which has an odor resembling that of the parsnip. A few of the common names by which the plant is known in various localities are water hemlock, wild hemlock, beaver poison, musquash root, muskrat weed, cowbane and children's bane. It is frequently mentioned in the newspapers under the erroneous name of "wild parsnip." The plant is closely allied to the less common and somewhat less virulent



Fig. 26—Poison Sumac (*Rhus vernix*).

poison hemlock (*Conium maculatum*) with which Socrates was put to death, but it has several near relations equally poisonous with itself. *Cicuta virosa*, the species which is particularly dreaded in Europe, probably does not occur in the United States; *C. bulbifera* is found from Indiana to Delaware; *C. vagans* in Washington, Oregon, and northern California; *C. bolanderi* in California. All grow best in damp, marshy places, and closely resemble one another in external appearance and toxic properties.

#### THE VICTIMS OF WATER HEMLOCK.

The victims of these plants are chiefly, but not exclusively, herbivorous animals. The underground portions are the most poisonous, and as these are often washed, frozen, or dug out of the soil during winter and early spring, they are sometimes eaten by children and by animals, the former mistaking the roots of the American water hemlock for horse-radish, parsnips, artichokes, sweet cicely, or other edible roots, the animals eating the various kinds because they are among

the first green substances to appear in the spring. In marshes where any of the species is abundant, cattle are also said to be poisoned by drinking the water which has stood in contact with roots that have been crushed by being trampled upon. The poisonous constituent resides in the aromatic oily fluid already mentioned. This fluid has not been thoroughly analyzed in the case of the American water hemlock, but it is highly probable that besides conine all the species contain cicutoxine, a resinous substance which is characteristic of the water hemlock of Europe, and is much more poisonous than the alkaloid conine. Cicutoxine was discovered in 1875, and has since been shown by animal experimentation to produce the same symptoms as the plant itself.

No estimate can be made of the amount of damage done to live stock by these various species, but it is not insignificant. The human victims of the American water hemlock probably average a considerable number per annum. In the State of New Jersey alone two quadruple cases of poisoning were reported during the spring of 1896, which resulted in the death of two individuals. Falck, a German authority, reports a 45 per cent fatality in thirty-one cases of water hemlock poisoning occurring in Europe.

#### SYMPTOMS OF WATER HEMLOCK POISONING

The symptoms of poisoning are vomiting, colicky pains, staggering, unconsciousness, gnashing of the teeth, and frightful epileptiform fits, ending in death. As no chemical antidote is known, the treatment must consist in a thorough cleansing of the alimentary canal, and in combatting the symptoms as they arise by the use of chloroform, chloral, and such agents as seem to be indicated at the time. Herbivorous animals which have swallowed a sufficient dose generally die, but they are sometimes saved by two or three doses of melted lard, which tends to retard the absorption of the poison in the stomach, and also facilitates its expulsion through the intestines.

One case will show the general nature of the symptoms. At Boundbrook, N. J., in March, 1896, two boys and two girls, while returning from school for lunch, stopped to look at some workmen digging a ditch. One of the girls spied some water-hemlock roots which had been thrown out of the ditch, and which she took to be horse-radish. More were soon found by others and, as they proved somewhat agreeable to the taste, all ate of them to a greater or less extent. After arriving home, but before finishing luncheon, one of the girls was taken violently ill with dizziness and nausea, and was soon in convulsions. A physician was summoned immediately, but the girl died shortly after his arrival. The others were affected in the same way, but not so violently, and they were finally saved by skillful treatment. The species was determined from specimens sent to the Department of Agriculture, and from plants grown from these roots.

#### The Most Poisonous Fungi.

The death cup (*Amanita phalloides*) is the most poisonous of all the fleshy fungi. (Fig. 28.) It is found in summer and autumn through-

out the greater part of the United States, growing upon the ground in the woods at medium and lower elevations. The stem is white. When young it is solid, but afterwards it becomes somewhat hollow and pithy. The base is surrounded by a characteristic cup-shaped appendage, the remnant of a veil which covers the entire plant when young. The length varies from three to five inches. The cap is viscid when moist, and is generally smooth and satiny, but it may sometimes bear fragments of the outer covering, or veil. The gills and spores are white. Several varieties of the plant exist, the one most common having a white or yellowish cap; but this may be green or even spotted when growing in deep shade. The general shape is much like that of the common mushroom. It is also like that of the fly Amanita (*Amanita muscaria*), which is, perhaps, more common, but is less poisonous. From the former it is at once distinguished by its basal cup-shaped appendage, and a child



Fig. 27—American Water Hemlock (*Cicuta maculata*).

can usually distinguish the fly Amanita by its more brilliant coloring.

#### HISTORY OF THE DEATH CUP.

The death cup occurs in Europe, as well as in America, and it is mainly from European sources that our knowledge of it is obtained. Pliny ascribes numerous cases of poisoning to fungi, and it appears probable from the descriptions given that the poisoning was produced in most instances by the above plant or its several varieties. One foreign authority has collected fifty-one cases of poisoning caused by the death cup, 75 per cent of which were fatal; and another has found descriptions of forty-eight cases which occurred in Germany alone in the years from 1880 to 1890. In the United States it is said that as many as twenty-five deaths during the summer of 1893 were due to some species of Amanita.

The amount of the substance of this fungus which is necessary to produce death is very small. The third part of a

medium-sized uncooked cap is said to have proved fatal to a boy twelve years of age, and smaller amounts have affected older persons very seriously. Even the handling of specimens and the breathing of the spores have apparently given rise to a very pronounced uneasiness. The spores are also suspected of having caused trouble by being deposited on edible fungi which were placed in the same basket.

#### SYMPTOMS OF AMANITA POISONING.

The fresh fungus is very inviting in appearance, and has no bad taste when eaten either raw or cooked. There is no uneasiness felt by the victim until nine to fourteen hours after eating. Severe abdominal pain then sets in, which is rapidly followed by nausea, vomiting, and extreme diarrhoea, the alvine discharges assuming the peculiar rice-water condition which is characteristic of Asiatic cholera. These symptoms are persistently maintained, but without loss of consciousness, until death ensues, as it does in from two to four days.

#### POISONOUS PRINCIPLE OF AMANITA.

Since the year 1869 death from Amanita poisoning has generally been attributed to the alkaloid muscarine (wrongly called amanitine). This is true of a large number of cases. In some, however, it has been noticed that the toxic action was quite different, and that the effects could not be successfully counteracted by the use of atropine, which is a perfect antidote to muscarine and certain more or less closely related compounds. This difference seemed to be especially marked in the case of the death cup, but chemists were unable to isolate and describe its peculiar principle until recently. This was done in 1891 by Kobert at Dorpat, in Russia, and the substance was called phallin. Its characteristic action consists, not in inhibiting the action of the heart, but in dissolving the red blood corpuscles and permitting the blood serum to escape through the alimentary canal.

Phallin is a remarkable substance. Nothing like it was known to exist in plants until 1884, when abrin, the poison of the East Indian jequirity (*Abrus precatorius*), was isolated and described by two Englishmen. Mitchell, an American, had shown in 1860 that a similar substance existed in the venom of the common rattlesnake, and others have more recently shown that such compounds are not uncommon in nature. They are now known to exist in the venom of the various serpents, in the poison gland of some insects, in the cultures of such pathogenic bacteria as those characteristic of diphtheria and typhoid fever, and in a few plants, such as the barbadoes nut and the castor-oil bean. All partake of the nature of albumen, and are therefore called toxalbumins. They are easily coagulated and thus rendered inert by a temperature somewhat below that of boiling water, and all dissolve readily in a solution of common salt. Phallin is odorless and tasteless, and, like other toxalbumins, causes death only after a long interval. The fatal dose for cats and dogs is less than one-tenth of a milligram per kilogram (seven ten-thousandths of a grain per pound) of body weight, and death follows in from four to seventy-two hours.

Salt water is commonly used in the preparation of fungi for food, and some

pretense at cooking is generally observed; such treatment, although it would not remove the poison of the deadly Amanita (*Amanita muscaria*), would, if thorough, totally remove that of the death-cup fungus. The uncertainty of an adequate treatment is so great, however, that the plant should be rejected as food and branded as poisonous. The danger is made much more emphatic by the fact that there is no known antidote for phallin. When a case of poisoning occurs, the action of the muscarine-like compounds, which are in all cases to be suspected, is to be counteracted by the hypodermic use of atropine, but the ultimate effects of phallin are only to be offset by transfusions of common salt, or by blood taken fresh from the veins of some living animal. There is generally little need of agents to evacuate the stomach and bowels.

#### A TYPICAL CASE OF AMANITA POISONING.

The following account of a case of poisoning by the deadly Amanita was report



Fig. 28—Death Cup (*Amanita phalloides*).

ed in one of the Washington, D. C., newspapers for October 18, 1894. The report was verified and enlarged by consultation with the physicians who attended the patient. The victim, Chung Yu Ting, was a highly educated Chinaman, who was serving as interpreter in the household of a Russian nobleman. The fungus was identified by the microscopist of the United States Department of Agriculture.

Having been accustomed to eating fungi in China, Chung gathered a large quantity of the luscious-looking fungus and ate it at 2 p. m. on Saturday, after preparing it according to his own method. At 9 p. m. no ill effects had been observed, but shortly after midnight he was found in terrible agony. The vomiting and purging had been profuse, and in the bowl containing the vomit, the tough, apparently undigested morsels of fungus were found in great numbers. Medical aid was summoned at once and hypodermic injections of atropine and morphine given, but apparently without effect. The discharge of blood and blood

serum which began in the early course of the attack continued to be so profuse that it was soon found impossible to raise a blister on the abdomen by the use of cantharides. Nothing whatever could be retained on the stomach, and it was found impossible to give nourishment in any way. Hypodermic injections of nitroglycerine and strychnine were used with good effect upon the heart, but the continued use of atropine appeared to do no good. The rice-water discharges continued unchecked, and the patient's strength declined steadily until death occurred on the morning of the fourth day after the fungus was eaten.

#### Picric Acid as a Dressing.

Several French physicians, including Thiery, Gaucher and Leredde, have used picric acid with good results in skin affections. Debuchy (*Nouv. Remedies*, 1897, 481) has determined the solubility of picric acid in the following solvents:

Parts by weight.	Dissolve. Picric Acid.
100 Distilled water .....	0.6
100 Distilled water, boiling .....	6.0
100 Absolute alcohol .....	6.0
100 Alcohol 90 per cent .....	10.5
100 Methyl alcohol .....	16.0
100 Ether .....	16.5
100 Chloroform .....	1.85

All of these solutions, save that in chloroform, which is colorless, are yellow in color.

#### FOR PICRIC ACID GAUZE, COMPRESSED, ETC.

Methyl alcohol or ether .....	10 fl. ozs.
Pure sterilized wax .....	3 gra.
Picric acid .....	23 gra.

Make a solution and in it soak 155 grs. of absorbent cotton, gauze, or other dressing. The wax is added, of course, merely to retain the picric acid on the fibres. Neither oil nor glycerine can be used with picric acid.

Silk taffeta or gold beaters' skin may be coated with the following solutions:

Isinglass .....	10 dms.
Acacia .....	1 dm.
Distilled water .....	12½ oza.

Having coated the taffeta with this solution of gums mix the remainder of the solution with a solution of

Picric acid .....	3 drs.
Methyl alcohol .....	6 oza.

and then apply this to the fabric.

#### PICRIC ACID STICKING PLASTER.

Parts.	Parts.
Lead plaster .....	100
Yellow wax .....	10
Dammar resin .....	15
Methyl alcohol .....	150
Picric acid .....	20

This plaster contains about 13 per cent of picric acid.

#### Glycyrrhizin Cough Pastilles.

##### I.

Ammoniated glycyrrhizin .....	15 gra.
Starch .....	300 gra.
Sugar .....	1200 gra.
Oil of bitter almond .....	1 drp.
Make into 100 pastilles.	

##### II.

Ammoniated glycyrrhizin .....	15 gra.
Starch .....	300 gra.
Sugar .....	1200 gra.
Codeine sulphate .....	8 gra.
Oil of bitter almonds .....	1 drp.
Make into 100 pastilles.	

## CHOCOLATE.

### How It Is Grown and Marketed.

Shortly after the discovery of America the accounts of the explorers and adventurers who followed Columbus began to contain reports of a remarkable luxury enjoyed by the natives of the narrower portion of the continent, bordering on the Caribbean Sea. This article is what we now know, botanically, as *Theobroma Cacao*. They first roasted the seeds, and then ground them to powder on the surface of a flat stone. One of the early writers says:

"The name chocolate is an Indian name, and is compounded from *atte*, as some say, or, as others, *atle*, which, in the Mexican language, signifieth water, and from the sound which the water (wherein is put the chocolate) makes, as *choco*, *choco*, *choco*, when it is stirred in a cup by an instrument called *molinet*, or *molinillo*, until it bubble or rise unto a froath."

### The Fruit of the Cocoa Tree.

The pod of the plant is irregular and angular, and much like some forms of cucumbers, but more pointed at the lower extremity, and more distinctly grooved. It measures in length nine inches to a foot, or even more, and about half as much in diameter. The color when young is green, becoming later dark yellow, or yellowish-brown. The rind is thick and tough. The pod is filled with closely-packed beans or seeds, imbedded in a mass of cellular tissue, sometimes of pleasant sub-acid taste. The seeds are about as large as ordinary almonds, whitish when fresh, and of a disagreeable bitter taste. When dried they become brown. The fruits are about four months in ripening, but they appear and mature the whole year through. In point of fact, however, there are chief harvests, usually in early spring, but this varies with different countries. The tree grows to the average height of thirteen feet, and from five to eight inches in diameter.

There are two varieties of the cocoa tree cultivated in Venezuela, known as *El Criolla* and *El Trinitario*. The former, though not so prolific nor as early fruiting as the latter, is yet superior to it in size, color, sweetness, and oleaginous properties. *El Criolla* beans are quoted at \$28 to \$30 per "fanega" (110 pounds), while *El Trinitario* beans command but about half that price.

### Where the Tree Grows.

The cocoa tree requires an average temperature of 80 degrees Fahrenheit, consequently the area of cultivation is comparatively restricted. A moist soil and humid atmosphere are also requisite to its successful cultivation. Therefore the lands along the coast of the Caribbean Sea, sloping from the mountain tops to the shore, bedewed by the exhalations of the sea, and irrigated by the numerous rivulets that course down the valleys, are in all respects well adapted to its cultivation.

### How the Trees Are Cultivated.

A cocoa plantation is set in quite the same manner as an apple orchard, except that the young stalks may be transplanted from the nursery after two months' growth. No preparation of the soil is deemed necessary, and no manures are applied. The young trees are

planted about fifteen feet apart, about two hundred to the acre. Between each cocoa tree is planted a "bucare" tree, which is a tree of rapid growth, and serves to shade the soil and to shield the young trees from the torrid sun. Small permanent trenches must be maintained from tree to tree throughout the entire length of the rows, so that at least once a week the stream descending from the mountains may be turned into the roots.

At the age of five years the plantation begins to bear fruit, and to yield two crops a year—the first, which ripens in June, being known as the crop of "San Juan," and that maturing at Christmas being termed the crop of "La Navidad." The average age to which the trees attain, under proper care, may be estimated at forty years.

### How the Beans Are Gathered.

In gathering, the workman is careful to cut down only fully-ripened pods, which he adroitly accomplishes with a long pole, armed at its extremity with two prongs or a knife. The pods are left in a heap on the ground for about twenty-four hours after being cut; they are then cut open, and the seeds are

French and Dutch Guiana, and the West Indies, also to some extent in Africa, Java and Ceylon.

### Constituents of the Bean.

The kernel of the cocoa bean consists of two large cotyledons or seed-leaves, reddish-gray or reddish-brown, with a shining oily surface; the whole crushing easily into a loose mass of fragments. The kernel, when dry, has a minute, tough, almost stony radicle, which separates easily from the cotyledons. Microscopic examination shows that the cells of the seed-leaves contain albumen, oily matters—sometimes in a crystalline condition—crystals in an entirely different shape, starch, coloring substances in receptacles known as pigment-cells and ducts with spiral markings. The starch grains have no characteristic form or markings; they are generally spherical and simple. The only peculiarity worth mentioning is the relative slowness with which they are acted on by hot water and by iodine. The coloring substances are mainly of a carmine or violet color, and are distinguished by the change of shade when an alkali is added, becoming thereby darker. These are the only structural



"CLAYING" THE COCOA BEANS.

taken out and carried in baskets to the place where they undergo the operation of sweating or curing. There the acid juice which accompanies the seeds is first drained off, after which they are placed in a sweating box, in which they are inclosed and allowed to ferment for some time, great care being taken to keep the temperature from rising too high. The fermenting process is in some cases effected by throwing the seeds into holes or trenches in the ground and covering them with earth or clay. The seeds in this process, which is called "claying," are occasionally stirred to keep the fermentation from proceeding too violently. The sweating is a process which requires the very greatest attention and experience, as on it, to a great extent, depends the flavor of the seeds and their fitness for preservation. The length of time required by the operation varies according to the state of the weather, but a period of about two days yields the best results. Thereafter the seeds are exposed to the sun for drying, and those of a fine quality should then assume a warm, reddish tint. The cocoa tree is cultivated in Venezuela, Brazil, Ecuador, Guatemala, Hayti, Colombia,

elements which a pure powder or paste of chocolate should show under the microscope. Any other substances must be recognized as accidental or intentional additions.

All seeds of whatever kind contain as a part of their substance the matter of which cell-walls are made, namely cellulose. The percentage differs in different seeds, in those of the chocolate plant being about three in the hundred. Cellulose has the same chemical composition as starch, but its physical properties are not the same; it is entirely insoluble in boiling water. Starch forms on an average eight to ten per cent of chocolate seeds. It consists of minute spherical grains, not distinguishable from that found in many other kinds of seeds. Traces of gum and of other allied bodies are also present in seeds. Albuminoids occur in the proportion of fifteen to twenty per cent. These albuminoids being compounds of nitrogen, are extremely nutritious and very readily digested.

Cocoa-red occurs as a coloring-matter in small amounts. It is rendered dark by alkalis. Theobromine, the active principle of the cocoa-bean, constitutes less than one per cent of the weight of the



seeds. The ash left on completely burning cocoa beans is not far from four per cent. Its composition is substantially that of the ash of seeds of other plants. Cocoa butter or oil constitutes not far from fifty per cent of good beans. The oil is remarkable for its freedom from rancidity, and its very bland character.

The essentials of a perfect food are a certain amount of carbo-hydrates, of albuminoids and of certain mineral matters. In cocoa, these three elements are combined in proper proportion to constitute a complete food; and there is, furthermore, added the active principle, Theobromine, which being a nerve stimulant, makes it at once an ideal article of diet.

ties is largely due to the genius of Henry L. Pierce, who succeeded to the business in 1854, following the death of Walter Baker. From 1854, for the forty-one following years, Mr. Pierce was the sole owner and manager. In 1895 the business was incorporated under the laws of Massachusetts as Walter Baker & Co., Limited, with J. Frank Howland as president. Mr. Howland had been connected with the business for some thirty odd years prior to the formation of the stock company.

This company has accumulated an immense volume of interesting information concerning the cacao bean and the chocolate industry generally, and from this storehouse of knowledge has been culled

Baker & Co., a concern which from a particularly modest beginning has now reached such proportions that its plant at Dorchester has become one of the show places of the State.

## CORRESPONDENCE.

### All the Lloyds Practical Druggists.

To the Editor:

Sir: I have read with interest your very complimentary reference to our house, page 229, current DRUGGIST.

In one particular, however, your correspondent has been led into an error. He states that C. G. Lloyd was once a practicing attorney. The fact is, he has been in the drug business since he was twelve years of age and has never been out of it. He served as an apprentice, became a clerk and appeared before the old examining board of Cincinnati, and received his certificate as a druggist before the Ohio pharmaceutical law was passed. He registered as a druggist at the first meeting of the board, and has kept his certificate ever since.

We rather pride ourselves (we three) in that we are all drilled in the retail drug business, and from boyhood have been continuously in the business.

I have a brother-in-law who is an attorney, which fact probably confused your correspondent.

With kind regards and thanking you for your very kind notice, I am, sincerely yours,  
JOHN URI LLOYD.  
CINCINNATI, Ohio, October 16th, 1897.

### Money for the A. Ph. A.

To the Editor:

Sir: I have the pleasure to announce the receipt from the Committee on Arrangements of the late meeting of the American Pharmaceutical Association at Lake Minnetonka, Minn., the sum of \$42.06 as a donation to the Association treasury.

S. A. D. SHEPPARD, Treasurer.  
BOSTON, Nov. 4, 1897.

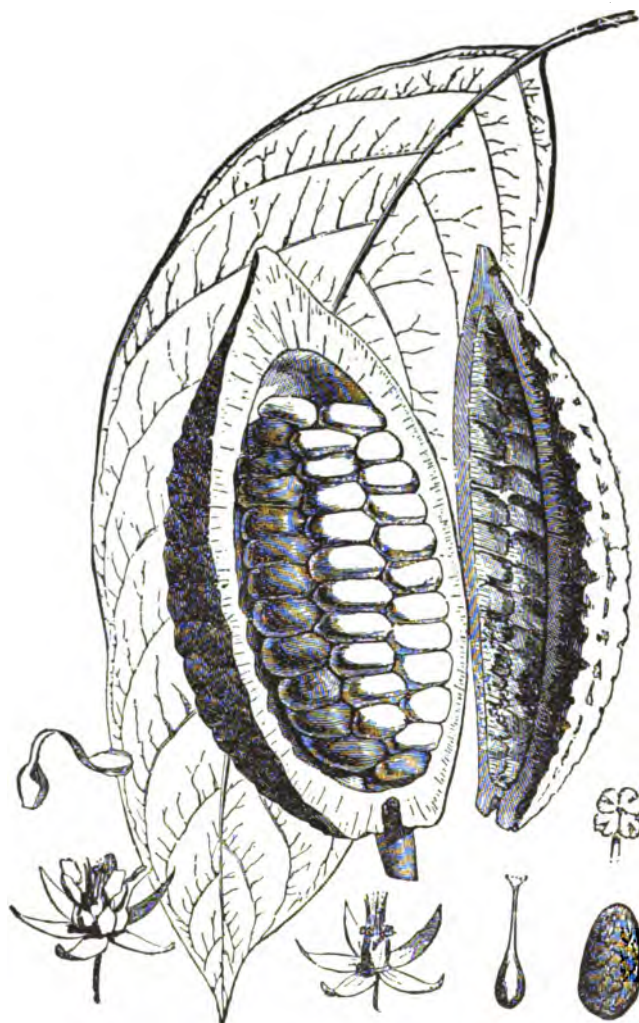
### Heckto-graph Mass.

(Sudd. Apoth. Zeit.)	
Gelatin .....	170 drms.
Water .....	400 drms.
Glycerin .....	1,410 drms.

The three ingredients are allowed to macerate for twenty-four hours and then warmed on a water bath until a uniform mass is obtained. This is then poured into the mold, care being taken to avoid the formation of air bubbles.

In using the heckto-graph, the surface should be moistened with water and the excess removed by laying a piece of blotting paper on it. This should be done before the original writing is transferred to the mass. Where any difficulty is experienced in removing traces of writing from the mass, the surface should be wiped off with a sponge moistened with water containing a small portion of hydrochloric acid.

We should guard against getting into the drug rut. We ought to know a good deal more than the drug business. We have a right, and it is our duty, to be generally intelligent upon all subjects. The druggist possessed of general knowledge, will be the best and most successful one.  
—C. E. Corcoran.

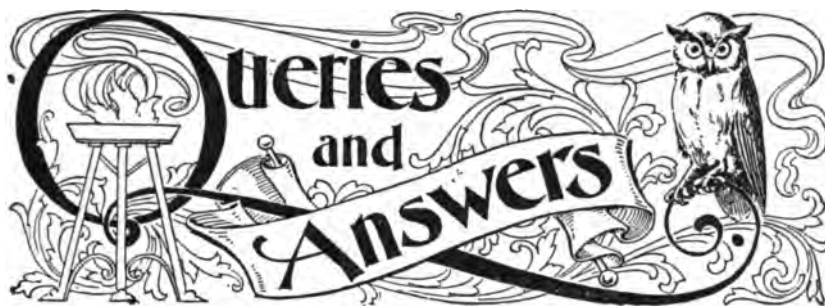


FRUIT AND FLOWER OF THEOBROMA CACAO.

Ten years before the battle of Bunker Hill there was begun in the town of Dorchester, in Massachusetts, the manufacture of chocolate. James Hannon, the founder of this novel enterprise, was an Irishman who had learnt the business of chocolate-making in London. He met with a moderate degree of success, and during all the stormy period following the inception of his venture, may be said to have progressed in a small way. In the year 1780, the business thus established came into the hands of Dr. James Baker, and eventually became the property of his grandson, Walter Baker. The present plant covers a space of forty acres, and represents a floor-space of 315,000 square feet. This great development of facili-

ties is largely due to the genius of Henry L. Pierce, who succeeded to the business in 1854, following the death of Walter Baker. From 1854, for the forty-one following years, Mr. Pierce was the sole owner and manager. In 1895 the business was incorporated under the laws of Massachusetts as Walter Baker & Co., Limited, with J. Frank Howland as president. Mr. Howland had been connected with the business for some thirty odd years prior to the formation of the stock company. This company has accumulated an immense volume of interesting information concerning the cacao bean and the chocolate industry generally, and from this storehouse of knowledge has been culled





*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

*When sending for the formula of any unusual compound, the query should be accompanied with information regarding the locality in which it is used, its uses and reputed effect. When it can conveniently be done, a specimen of the labels used on packages of the compound should also be sent.*

**Areca-Nut Tooth Paste.**—N. B.—The following is an approved formula:

Precipitated chalk .....	8	ozs.
Powdered areca nut .....	4	ozs.
White castile soap .....	2	ozs.
Powdered orris root .....	4	ozs.
Bole Armenian (finely levigated) .....	$\frac{1}{2}$	oz.
Glycerin .....	$2\frac{1}{2}$	flu.-ozs.
Rose water .....	$2\frac{1}{2}$	flu.-ozs.
Otto of rose .....	4	mins.
Oil of clove .....	5	mins.
Oil of pimento .....	5	mins.

**Glycerin and Honey Jelly.**—N. B.—We give two formulas, either of which will be found useful:

Soft soap .....	1	dr.
English honey .....	3	drs.
Glycerin .....	4	drs.
Olive oil .....	$2\frac{1}{2}$	ozs.
Almond oil .....	$2\frac{1}{2}$	ozs.
Otto of rose .....	5	dps.
Distilled water .....	30	dps.

Dissolve the honey in the glycerin and water mixed; mix the oils and stir them gradually into the other mixture.

Russian isinglass .....	80	grs.
Clarified honey .....	4	drs.
Glycerin .....	4	ozs.
Distilled water .....	$7\frac{1}{2}$	ozs.
Oil of neroli .....	20	mins.

Dissolve the honey and isinglass in the water by aid of gentle heat; strain while hot, and finally add the previously-warmed glycerin, and the perfume.

**Rose Cold Cream.**—N. B.—The formula which follows is preferred by many to the official formula:

Expressed oil of almond .....	2	lbs.
Wax .....	$2\frac{1}{2}$	ozs.
Spermacetti .....	$2\frac{1}{2}$	ozs.
Glycerin .....	7	ozs.
Oil of bergamot .....	$\frac{3}{4}$	oz.
Oil of lemon .....	$\frac{3}{4}$	oz.
Oil of geranium .....	$\frac{3}{4}$	oz.
Oil of neroli .....	150	grs.
Oil of cinnamon .....	150	grs.
Rose water .....	1	lb.

**The Right of Grocers to Sell Quinine.**—S.—A grocer, or other unlicensed dealer, doing business in a village of New York State, in which there is a licensed pharmacist, has no legal right to sell quinine pills. If you will send the name of the offending party to E. S. Dawson, Jr., Syracuse, N. Y., the State Board of Pharmacy will enforce the law.

**Hypodermic Solution of Celandine.**—K.—Dr. N. N. Denisenko of Brjansk, in the Orel Government, Russia, uses the fol-

lowing solution in the treatment of cancer. He mixes the dried extract of celandine (chelidonium majus) with an equal quantity of distilled water in a test-tube, filters the mixture through absorbent cotton, and heats it over an alcohol flame till the fluid bubbles up a few times. This sterilized fluid is injected hypodermically in the vicinity of the tumor.

**Chocolate Emulsion of Cod Liver Oil.**—R. T.—The formula for this emulsion was published about a year ago in this journal, having been contributed by a member of the Kings County Pharmaceutical Society at one of the stated meetings.

Decoction of Irish moss (2 to 100) ..	5	ozs.
Cod liver oil .....	8	ozs.
Glycerin .....	2	ozs.
Powdered chocolate .....	1	oz.
Essence of vanilla .....	3	dms.

Triturate the powdered chocolate with mucilage, and heat until a uniform mixture is obtained. When cold, add the cod liver oil and glycerin and beat up with an egg beater.

**Maraschino Liqueur.**—L.—This cordial can be imitated to a nicety by using the following mixture:

	Grammes.
Raspberry water .....	360.0
Rose water .....	48.0
Orange flower water .....	120.0
Bitter Almond water .....	150.0
Tincture of vanilla .....	3.0
Acetic ether .....	0.25
Alcohol .....	400.0
Simple syrup .....	400.0
Oil lemon .....	1 drp.

The order of mixing the above ingredients determines to some extent the perfection of flavor, and druggists need no instruction on this point.

**Shampoo Liquids.**—M. W.—In addition to the formulas already quoted in previous numbers, we print the following, which has been recently published:

White Castile soap .....	200	parts.
Alcohol (80 per cent) .....	1,000	parts.
Potassium carbonate .....	12	parts.

Dissolve the soap in the alcohol by constant shaking in a wide-mouthed bottle, with the application of heat from a water bath, and when dissolved, add the potassium carbonate. The solution may be slightly tinted with saffron or rosana-

line and then perfumed; allow it to stand for several days and then filter.

**A Good Shampoo Perfume** for the above preparation may be obtained by mixing 10 parts of tincture of vanilla, 20 of tincture of orris, 20 of extract of rose, and 50 of extract of orange flowers.

**Glass Etching Solution.**—J. A. K. submits the subjoined directions for the preparation of an etching fluid for glass tumblers, etc., and asks us to give directions for mixing, and the quantity of ingredients to be used. The formula reads:

**GLASS ETCHING SOLUTION.**

A mixture is made of ammonium fluoride, sodium chloride and sodium carbonate, and then placed in a gutta percha bottle containing fuming hydrofluoric and concentrated sulphuric acids. In another lead vessel potassium fluoride is mixed with hydrofluoric acid, and a little of this solution is added to the former, along with a little sodium silicate and ammonia. This solution, patented in Germany, by Meth & Kreitner, may be used with a rubber stamp.

The above is evidently taken from a patented specification and we cannot guess at the quantities used by the inventors.

The fluid commonly used for etching glass tumblers is made as follows:

Sodium fluoride .....	1	oz.
Glacial acetic acid .....	10	drs.
Water .....	26	ozs.

Dissolve the sodium fluoride in water, and add the acetic acid.

The article to be etched is first coated with etching varnish, which is scratched off where a pattern is desired, and then immersed in the solution. The fluid is sometimes applied by means of a rubber stamp.

Another formula is the following: Mix equal parts of ammonium fluoride and barium sulphate, and mix to a soft paste with hydrofluoric acid immediately before using.

**The Glow-Worm an X-Ray Apparatus.**

The glow-worm's light is said to have been shown to be due to the emission of rays similar to the Roentgen rays. Three hundred glow-worms were caught near Kioto and placed before photographic plates screened from the light by several thicknesses of black paper, together with plates of brass, copper and aluminum. A piece of cardboard with a hole in it was placed between the metal and the photographic plate, and for two days the arrangement was kept in a dark chamber sheltered from all foreign lights. On developing the plate, however, it was found to be blackened, except the part opposite the hole in the cardboard. The rays of the glow-worm would appear, therefore, to penetrate metal and excite luminosity in cardboard. When there is nothing between the sensitive plate and the glow-worm the rays are said to behave like ordinary light, but in traversing some metals and cardboard they seem to acquire properties like that of the X-rays, or it may be that the glow-worm emits X as well as ordinary rays. This account savors somewhat of the improbable, and in regard to the latter part of it, there may be a third explanation.



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### CHRISTMAS ADVERTISING.

**Y**OU had better begin your holiday advertising at once. Three weeks before Christmas is none too early. By directing attention to your goods before other dealers commence to advertise, you gain a distinct advantage. You start people to thinking about the matter and you can direct and influence their thinking to your own advantage. A little later there will be a deluge of holiday advertising and what you say may be practically lost in the universal clamor. By starting now you may induce many people to select your goods who would otherwise go elsewhere. There will not be much buying at once, but by starting your advertising early and hammering away you will make such an impression that people will think of you first when they do start to buying.

Talk the advantages of early buying. There are plenty of reasons why purchases should be made before the rush. People know it and you can induce some early trade.

Talk just as earnestly as though you were addressing an individual customer. Point out the fact that shopping is a disagreeable task after holiday trade is fairly under way; that now they can buy leisurely and carefully; that your assortment is complete and there is opportunity for wider choice than will be possible later. Offer to lay aside goods if an installment is paid on them; agree to deliver goods whenever the customer desires; offer to pack and ship goods that are to be sent away. Show that you want to be of service to help in their Christmas buying.

Do live advertising, change your ads oftener than usual, and if your stock justifies it, increase the size of your newspaper space. Do a little hard thinking and so organize your advertising campaign that every possible buyer will be

reached. This will probably call for something more than newspaper advertising. If you carry several hundred dollars' worth of holiday goods, issue a booklet as soon as possible and distribute it thoroughly. Start it out with some strong argument as to the quality and prices of your goods. Follow this up with a little talk on the most desirable presents for ladies, adding a more or less complete list of the goods you carry. Then talk presents for men, for children, etc. Quote prices if you can and if in mentioning some article of stock there is a chance for a little argument as to its special desirability, do not fail to put it in. Your booklet will be effective in the degree that it is actually helpful to buyers. Advertising is more carefully read at holiday time than at any other time of the year.

If your stock is small, a circular or folder can be employed. Have it neat and get out enough of them to thoroughly cover the field. Make good use of your windows.

Change them every day and don't crowd them. Put in one line of goods at a time. Goods for men, goods for women, goods for children. Use signs in connection as far as possible. One of my clients who has two good windows changed both of them every day last year for weeks before Christmas.

Put cigars and smokers' supplies in one with a sign:

**The Ideal Gift for Him.**

Perfumes in another with sign:

**Don't Guess;  
Perfumes Are Certain to  
Please Her.**

This was followed up with books, stationery, candies, toilet articles, brushes, fancy soaps, shaving supplies, etc. Some of them were repeated once or twice with change in arrangement, and there is no question but what the expenditure of time and labor was amply repaid.

I observed the workings of several schemes last year in connection with holiday advertising, and one of them was so much of a success that it is worth mentioning here,

#### A GOOD SCHEME.

although the plan is not a new one and has been mentioned before in these columns. It is still new in many places and druggists in towns where it has not been employed had better consider it. It will be useful only to those whose holiday stock is quite extensive. The plan is to make an arrangement with the ladies' societies of various churches, benevolent orders, etc., agreeing to give them 5 to 10 per cent of the sales on certain days. Each organization has its day and is to appoint committees to drum up trade and also a committee to assist in the store on the designated day. Reserve the last few days before Christmas for your own special trade, but in order to stimulate effort among the various societies, offer to give the one whose sales were largest on its special day, an additional 5 per cent of the sales the day before Christmas. As a rule the women will hustle for business; in many places they have taken space in the papers for themselves, issued circulars, etc. At any rate you are pretty sure to get the trade of the members of each church or organization, and, best of all, your store will secure a tremendous amount of free advertising.

Variations of this plan will occur to you if you think it over, or perhaps some entirely new scheme will suggest itself by studying the principles that have made the old plan a success.



### Criticism and Comment.

#### Serial Advertising.

Editor Business Hints:

Sir—I have mailed to you one of a series of cards that I issue every week, and mail to about 125 of the best people of our city. The color of the card and the subject is changed every time. This is number five of the series, which will consist of ten numbers, extending over a period of ten weeks; by that time a change will be appreciated, and I will endeavor to furnish it. The scheme appears all right to me, and I believe is bound to bring business. I do not expect that all the lame, halt and blind will immediately appear at my store as soon as they receive this card, but I believe the brief talk every week about some article in the store is going to make a favorable impression in time. Were I to send out one issue and then quit, I believe it would be money thrown away. What is your opinion of the plan, Mr. Manning?

I also use space in our weekly paper, employing ads that treat of some different subject from that used on the cards.

JAMES A. SMITH.

Braidwood, Ill.

The plan is all right. The cards used by Mr. Smith are a little larger than an ordinary postal card. They bear the ad-

dress and a one-cent stamp on one side, and an ad. in two colors on the other. The subject of the ad. sent me is Porous Plasters, and Mr. Smith has dipped into realism by attaching a small piece of plaster to each card. There is no doubt whatever that such a card will attract attention and secure a reading. Every one sent out will hit the mark, and, therefore, subjects should be carefully selected. There is no reason why the plan should not be continued for more than ten weeks provided the advertiser has something new and interesting to say. I know of other firms who do similar advertising and after a half dozen or more cards are sent out, the intervals between them are gradually lengthened to two weeks and finally to a month. The only point open to criticism in Mr. Smith's plan is the number sent out. There are certainly more than 125 families which it is desirable to reach. If it is going to pay to send to 125 it ought to pay to send to 250 or more, and by not doing it the advertiser deprives himself of just that much benefit. They ought to be sent to every family that the advertiser desires to reach, whether the number is 100 or 1,000. There is room for improvement in the matter on Mr. Smith's card. It starts with a few lines of verse, which had better have been omitted, for they have no advertising value and hence waste the space. It would have been better to have used the space for prices, telling people just what each of the mentioned plasters cost. Special prices are not required, but regular prices should be given as a mere matter of information.

#### Booklets Should Be Small.

C. H. J. writes as follows:—I have read your articles in the AMERICAN DRUGGIST, and I think they are the most instructive, practical and interesting of any that appear in drug papers. I enclose a booklet I have just had printed. As I intend to issue a series of three or four on different drug store topics, I should like to have them as near perfect as possible. Any advice or instruction you can give me I shall appreciate. Please suppress my name, as I don't care to have my plans revealed before they are executed.

I advise you to reduce the size of your pages and put in more of them if necessary. Your booklet has a padded look, owing to the amount of blank space and the large display on the last four pages. You will save enough by reducing the size to pay for printing in colors, which would make the job much more attractive. The matter on the first four inside pages is good. On the remaining pages there are too many display lines. Too many lines strike the eye at once and the attention is not focused on anything in particular. In your next booklet, do not try to cover so much ground. Take only a few of your most seasonable preparations and talk them hard. There is a lack of argument in most places where your own specialties are advertised.

#### Carrying a Maxim Too Far.

An American who had left his native country to travel in Europe, with the maxim, "When in Rome do as the Romans do" well in mind, found himself in Marseilles. He wanted some ice cream and went to a restaurant and ordered it. "What flavor will you have?" asked the waiter. The American hesitated a moment, and then remembered his maxim. "Oh, garlic, I suppose," he answered.—*Troy Times.*

### THE WAY THEY SAY IT.

I. Stowell, 1067 Washington street, Boston, is distributing cards advertising "Uncle Sam's Kidney T." One corner of the card is occupied by a cut of Uncle Sam in characteristic attitude. The following fills the body of the card:

If you have a lame back.  
If you are too fat.  
If your children wet the bed.  
If you have stone in the bladder.  
If you have the gravel.  
If your ankles swell.  
If you have Bright's disease.  
One package of "Uncle Sam's Kidney T" will relieve, and four will cure you or no pay.

C. A. Siegemund, Tremont street, Boston, reverses the usual order and his hot soda signs read: "Chocolate Hot," "Beef Tea Hot," etc.

William R. Greene, Westminster street, Providence, R. I., makes use of this odd combination: "Open-All-Night Druggist."

"Protect your skin from cold winds by using 20-30-2 cold cream," is the way Joseph L. Parker, of 232 Tremont street, Boston, advertises, by placard, this emollient dressing.

Gardner & Perry, Norfolk street, Dorchester, Mass., say on a circular recently issued: "We buy goods as cheap as we can, quality always considered," and "we take especial pains with prescriptions, remembering always that due care and precision often saves a life."

"Cigars To Burn" is the way C. P. Jaynes & Co., 50 Washington street, Boston, make their cigar display.

Andrew P. Preston, Portsmouth, N. H., better known from his persistent adherence to the combination, "Preston of New Hampshire," is, as he says of himself, "at it again." He is one of the exhibitors at the Boston Food Fair and is mailing postal cards to the drug trade in which he says: "We are at it again and hope to meet many of your customers at the Food Fair. We are pushing hard on." Then follows a list of his specialties and he concludes with this invitation: "Why won't you call upon us?" In the corner of the card is the following:

"Present this card at Preston's Booth, No. 140, Exhibition Hall, and let us have the pleasure of giving you a sample box of the Portsmouth Throat Helpers."

The Lewis Drug Co., junction of Portland and Merrimac streets, has a window display devoted to disinfectants. It consists of canned "potash," copperas, chloride of lime, sulphur candles and bottles of the firm's disinfectant. Over the potash is a placard which reads as follows: "Look out for your sink spout, the hot bed of fever; clean it out with potash, 10c. lb." Above the sulphur candles is a larger sign in which appears "Yellow fever near our homes;" below this is a picture cut from a daily paper of a fever-stricken ship recently quarantined in this city. The disinfecting fluid was marked like this: "Lewis' Disinfectant Kills Yellow Fever Germs."

### THE WAY THEY DO IT.

C. A. Siegemund, Ph. G., Tremont street, Boston, has a display of sea salt in one of his windows. Near the window is a large box filled with salt and marked with big black paper letters: "Mediterranean Sea Salt." In the rear are tastefully arranged packages of this article marked

like this: "Physicians recommend sea salt baths at this season. It hardens the flesh, quickens the circulation and lessens the liability to catch cold. We are selling the best quality of Mediterranean Sea Salt at 20c. per package."

The bulletining of seasonable goods by the use of blackboards in front of the store, as mentioned in the last number of this journal, is meeting with favor in Boston. King's store, junction of Dudley street and Blue Hill avenue, is one of the latest to adopt the idea.

George B. Evans, the well-known druggist, of Philadelphia, frequently advertises certain goods which he manufactures, by presenting each customer with a sample; during the past few weeks he has given away large quantities of cucumber cream, and small bottles of perfumes.

Long & Genois, of Twelfth and Chestnut streets, Philadelphia, have made a number of improvements in their store, and to place their Buffalo Lithia water before the public, small samples are given to those who wish to test its qualities.

Crothers & Bros., who conduct the drug stores at Twentieth street and Fairmount avenue, and Eighth street and Girard avenue, Philadelphia, make friends with the children by presenting such purchasers with small sticks of candy. In this way they win their good will, which means to them considerable increase of business in the course of the year.

"Husking Time" are the words which appear on a large placard in the store of E. F. Jaynes & Co., 877 Washington street, Boston. The next glance discloses a tastefully arranged display of the firm's corn cure. In front of this stack of bottles, and next to the window, are a number of pairs of narrow-toed boots. Smaller signs inform the reader that this style of shoe can be worn with comfort by users of the corn cure, also that corns on both feet are cured for 15 cents.

A well-known spirit merchant in Dublin advertised in one of the Irish papers that he had still a small quantity of the whisky on sale "that was drunk by the Prince of Wales while in Dublin."

### Free Articles Attract Them.

Most women will walk a block extra in order to get a fan that they may appropriate to their personal use—that becomes their very own when they get outside the store with it. Even a cent's worth of something for nothing has an attractiveness for most women they can not overcome.—*Keystone.*

### Perspiration Poisonous.

The toxic properties of perspiration have been made the subject of a communication to the Paris Academy of Sciences by Professor Arloing. The moisture extracted from the shirt of a market gardener, and from the glove of a lady, heated by dancing, produced alike severe symptoms of poisoning when injected into a rabbit. He also discovered that the perspiration caused by active exercise was much more toxic than that eliminated by the Turkish bath. M. Berthelot, in the course of the discussion which ensued upon the paper, stated that the ancients employed the sweat of horses for poisoning their arrows.

### The Programme Nuisance.

If there were a Merchants' Almanac, and if its publisher knew his business, we would find this warning printed at the top of the October page: "About this time, look out for the programme man."

Nearly every merchant in the land has, says Leroy Fairman in *Printers' Ink*, to contend with the programme man. He will be on hand in a few days, and he will drop in almost every day for the next six months. And every visit means one more gray hair for the merchant's head.

The programme man is

#### A Serious Problem,

because he is not a man who can be snubbed with impunity. He is a man of importance. He is a good customer, and has money and influence. He does not come, hat in hand, asking for favors. He bears the air of one who simply demands his rights.

He is the president or secretary of the Sons and Daughters of the Seven Wise Virgins. That popular organization will soon hold a fair, or a concert, or a festival. He spreads before the unfortunate merchant a "dummy" programme which is nearly ten-tenths advertising space. It costs the merchant anywhere from five to fifty dollars for a space, and the reasons why he should buy a large space are fully set forth to him by the eloquent programme man. Wherever he may be, and however often he may turn up, his methods are always the same.

#### He Is a Blackmailer, Pure and Simple.

Everything he says is calculated to impress the merchant with the fact that if he doesn't buy space in that programme, the society of the Sons and Daughters will patronize somebody else. He may not say this in so many words, but he makes his meaning perfectly clear.

Now, what is the merchant to do? Nearly everybody in town belongs to some society or other, and every society sooner or later has some money-making scheme on foot which calls for one of those distressing programmes. To refuse all programme advertising means, it appears, to make an enemy in nearly every house. To advertise in these programmes means just so much money thrown away, and it costs a lot of money in the course of a season. He clearly can't afford it. But what shall he say to the programme man?

He will not go far wrong if he says something like this:

"I am very sorry, Mr. Smith, but the advertising rules of our store

#### Bar All Programmes.

We were forced to make such a rule and to make it inviolable. We learned from experience that programme advertising brings no results, and, of course, it was a business necessity to discontinue it. We are obliged to enforce the rule in every case, for if we violate it in one instance, we could not consistently refuse the next applicant. He would be justified in feeling hurt if we did.

"Yes, I know that you and many others of your society are good friends and customers of ours. I sincerely hope you will remain good friends and customers. But, to be frank with you, you are our customers in your own interests, not for social reasons. You buy of us because it pays you to do so. We would not expect you to patronize us at a loss, and you should not expect us to buy anything from you that is of no use to us.

"Your society is a most worthy one, and I am anxious to see it succeed. I am willing to do anything in my power to help it, if I can do so without breaking business rules that experience has taught me are both wise and necessary. You say that your fair commences on the 23d; rest assured that I will not forget it."

If you talk in this sensible, but kindly, way to the programme man you will get rid of him without making an enemy of him. And if his society is a worthy one, do something for its fair, or concert, or whatever it may be. Donate something to be raffled or voted for. Fit up a booth or furnish fans, or ice cream, or some-

## STOP! DANGER!!



(No. 1.)

**IN COLD WEATHER** don't neglect Coughs and Colds. Over 100,000 persons die annually in this country from diseases which began with a slight cough. We have a Cough Medicine which, if taken at the right time, may save your life. If your cold is serious, go to the doctor; if only slight, a few doses of our own Cough Mixture will no doubt set you right.

A Large Bottle costs 25 cents.

**W. WILSON & CO.,**

HIGH AND MARKET STS.

thing of that sort. Then you will not only be of substantial aid, but you will get a whole lot of really good advertising. The newspapers will mention you, and the members of the society will feel most kindly towards you. It will be money well spent. Every merchant can afford to spend money to gain the reputation of a liberal, generous, warm-hearted man, but to be known as an easy mark will bring no business to his counters.

If you weakly yield to the programme man, both he and his society will feel that they owe you nothing. You bought

space in their programme, and you got what you paid for. But if you give them something outright they will feel that they are in your debt, that you are interested in them and that you are a good man to tie to.

### Business Maxims.\*

I

Be punctual in keeping your appointments.

Remember that there is no such thing as a trifle.

Be ambitious.

Be in earnest.

Do each day's work during that day.

Be honest from principle.

Be hopeful and polite.

Have faith in yourself.

Put some enthusiasm into your work.

When you are in doubt make a bold move.

II.

Advertise in as conspicuous a manner as possible.

Tend to your business and do not let it grope its way.

Instruct your clerks in such a manner that they may be able to impress the value of your goods upon the customer.

To hold the trade, you must give them the worth of their money.

Always sell your goods for what they are. Never overrate them in any way.

Never advertise as a fire sale or selling out at cost. The confidence of the people once lost will be hard to regain.

III.

Be strict in keeping your engagements. Do nothing carelessly.

Employ nobody to do what you can easily do yourself.

Leave nothing undone that ought to be done, and which circumstances permit you to do.

Keep your designs and business from the view of others, yet be candid with all.

Be prompt and decisive with customers, and do not overtrade your capital.

Prefer short to long credit, and cash to credit at all times, either in buying or selling; also small profits in credit cases with little risk, to the chance of better gains with more hazard.

Leave nothing of consequence to memory which ought to be reduced to writing.

Keep copies of all important letters written, and have every letter, invoice, etc., belonging to the business titled, classed and put away.

Never suffer your desk to be confused by many papers lying upon it, and keep everything in its proper place.

Be always at the head of your business; if you leave it, it will leave you.

Constantly examine your books, and see through all your affairs as far as care and attention will enable you. Balance regularly at stated times, and make out and transmit accounts current to customers.

Avoid as much as possible all sorts of accommodation in money matters.

Be economical in expenditure, always living within your income. Keep a memorandum book in your pocket in which to note particulars relative to appointments, addresses and petty cash matters.

Be cautious how you become security for any person, and generous when urged by motives of humanity.

Electrotypes of this illustration will be mailed on receipt of 50 cents. Order by number.

\* Contributed to the *Iron Age* by a Successful Merchant.





## THAT DRUG STORE BOY.

By M. QUAD.

I HAD no complaints to make about the boy whom my family druggist had about his store up to six months ago. Indeed, we took to each other, and were chuck-a-luck in all things. It's the boy who took his place—the long-haired, freckled-faced boy with the icy reserve—whom I have come to feel is doing me a rank injustice. It did not take me ten minutes to get acquainted with the other boy. My dog followed me into the place one day and pitched into the drug store cat, and between them they wrecked things for about ten minutes. I grinned and the boy chuckled. I laughed and he roared. There was a bond between us from that day on.

When the new boy was new to his place and a stranger to me I used to lie in wait for him and tell him funny stories and expect to see him swing his hat and hear him roar with laughter. The funniest thing I could get off would not even bring a smile to his face. After spending an hour with him on one occasion, telling him joke after joke, and while I was in the midst of a side-splitting story which I felt sure would fetch him at last, he rose up and quietly said:

"Excuse me, sir, but I have to fill a gross of bottles with castor oil this evening."

When I found that our drug-store boy had nothing funny about him I tried his serious side. If I could not make him laugh I would try to make him weep. I told him sad and mournful stories for forty minutes by the clock, but he never heaved a sigh nor shed a tear. He sat and listened to me with an impassive countenance until I had talked out, and then he rose and quietly said:

"If you have wind on your stomach I would advise you to take soda mints."

It was discouraging, but I hung on to that boy in hopes to draw him out and see what manner of boy he was. One day, when I found him arranging the sticky fly-paper, I asked him why they wouldn't make good porous plasters? He looked up at me a little bewildered, but yet losing none of his dignity, and did not answer. It was two weeks later when he said to me:

"I sold one to old Mrs. Adler for a porous plaster, sir, and she says they didn't get up no itching." It vexed me to find that the drug store boy was not like other boys.

And I tried to put them up to pick a fuss with him. All held off but the grocer's boy, fearing that he might be carrying a bottle of vitriol in his hind pocket to defend himself. The grocer's boy said he'd tackle him for a quarter, but it

wasn't much of a tackle. He met the drug store boy at the door and started to knock his cap off, but he was looked down upon with such dignity and indifference that he backed off and bumped his head against a telegraph pole. Then I tried flattery to get closer. I told the drug store boy that his head was level and his horse sense remarkable. I praised him for his honesty, his energy and his ambition. For thirty minutes I soft-soaped him in all directions, and ended up with an offer to furnish him the capital to set up in business. He kept his eyes fixed on a box of camphor balls while I was talking, and he had nothing to say until I had finished. Then he arose and brought me half a dozen slippery elm troches and said they were awfully good for anybody who talked too much.

I was still determined to get at that boy, and one day I left him three or four novels about pirates, Indians and boy detectives. There was no doubt in my mind that they would break down his reserve and win his confidence, but when I went in next day he was tearing up the novels to light a fire in the furnace. Next day I left him a theatre ticket to a play in which no end of girls were abducted, half a dozen pirates hanged and a train of cars run off the track, and I felt sure I had caught him in my net. He didn't have a word to say, pro or con., but a few days later I learned that he had given the ticket to a tramp who called at the store and tried to hit him for a nickel.

It was months ago that I made up my mind that our drug store boy was unapproachable, and that he would continue to hold me at arm's length all our lives. Then I assumed the dignified imperturbable demeanor which had characterized him from the first, and there is no hilarity when we meet. If I enter the store for a corn cure I greet the druggist with a smile, and we talk of the weather, politics and all that, but if I enter and find the boy in charge we stiffly bow, transact business with hardly a word between us, and we realize that we can never be friends. It is all his fault. I admire him and long to chuck him under the chin and be friendly, but he stands me off. The other night, knowing that he was to come down to the house with a prescription, I cut the wire of the door-bell. He walked up the steps in his usual dignified way, gave a yank at the bell, and next moment he went head over heels down the steps. I ran out prepared to find him shocked out of his icy reserve and ready to make terms with me, but though he had busted both suspenders, torn his coat and barked his shin, he drew himself up and frigidly said:

"Mr. Blank, I am sorry to say I have pulled down the front of your house. Please make out and present your bill of damages."

I am all right with the lawyer's boy, the grocer's boy and the laundry boy, and I'd be all right with the drug store boy if he'd only meet me half way. I have shown my readiness on dozens of occasions, but he continues to stand me off and withhold his confidence and friendship. He may be a determined boy, but I am also a determined man. Yesterday when I went in for a glass of root beer I made my last advances to him, and he must now take the consequences. I smiled at him, but he sent me back a stony stare. I poked him in the ribs, and he drew himself up like a crowbar. I winked at him and said I'd take a glass of root beer with a stick in it, and he drew the beer, dropped in a sliver off a box and looked coldly out of the window while I emptied the glass.

## An Aid in the Study of Materia Medica.

A correspondent from the West sends us the following (more or less) rhymed arrangement of the longer botanical names of drugs, as having proven useful to him in memorizing the names. The meter and even the rhyme sometimes halt, but our correspondent has found the arrangement of value:

Chondrodendron tomentosum,  
Physostigma venenosum,  
Cimicifuga racemosa,  
Eriodictyon glutinosum,  
Matricaria chamomilla,  
Anemone pulsatilla,  
Chenopodium ambrosioides,  
Hedeoma pulegioides,  
Artemisia poniciflora,  
Scutellaria lateriflora,  
Liquidambar Orientalis,  
Lavendula officinalis,  
Eupatorium perfoliatum,  
Geranium maculatum,  
Quillaja saponaria,  
Aristolochia serpentaria,  
Rosemarinus officinalis,  
Convallaria majalis,  
Solanum dulcamara,  
Tenacetum vulgare,  
Melaleuca leucadendron,  
Xanthoxylum Americanum,  
Gossypium herbaceum,  
Daphne mezereum,  
Apocynum cannabinum,  
Urginea maritima,  
Pilocarpus selloanus,  
Juniperus oxycedrus,  
Hagenia Abyssinica,  
Tamarindus Indica,  
Chimaphila umbellata,  
Anamirta paniculata.

## New Dressing for Wounds.

A correspondent of the *Medical News* states that equal quantities of paraffin and unpurified beeswax melted together make an admirable surgical dressing when it is desired to apply an air, water and germ-proof covering. The mixture may be completed by placing it in a narrow-necked culture-bottle and sterilizing over a sand-bath. When required for use, the preparation may be liquefied by heat within a few minutes. After being spread over the wound, either directly or after absorbent cotton has been applied, it immediately hardens and becomes firmly adherent. The heat of the melted mixture acts as a hemostatic, and the dressing hastens regeneration. It does not irritate the skin, and may be easily removed. It is referred to as inexpensive and easy of application, and will hold in suspension almost all known antiseptic powders. The correspondent's method of applying it is by means of a swab composed of absorbent cotton wound on a stick or probe.



## FREE-ALCOHOL HEARING.

### Some Interesting Testimony.

The hearings before the Joint Select Committee of Congress, appointed to make a recommendation to Congress in regard to tax-free alcohol, have developed a few features of interest to the retail trade. The hearings took place at the Murray Hill Hotel on November 11th, 12th and 13th, and constituted the final hearings before the presentation of a report to Congress. The chairman of the Joint Committee is Senator O. H. Platt, of Connecticut, and his associates, Senator J. K. Jones, of Arkansas; Senator Nelson W. Aldrich, of Rhode Island, and Representatives Walter Evans, of Kentucky; Chas. A. Russell, of Connecticut, and Benton McMillin, of Tennessee. The American and New York State Pharmaceutical Associations were represented at the hearing by Dr. F. E. Stewart, of Merck & Co. None of the local pharmaceutical organizations was heard, though the Kings County Pharmaceutical Society has placed itself on record as in favor of the removal of the tax. In his argument Dr. Stewart confined himself in the main to a recital of the consequences likely to follow if the manufacturers of proprietary medicines were enabled to purchase alcohol free of tax. He said he would favor a reduction of the tax, but not its complete removal. In reply to a question by Representative Evans, he stated that glycerin was considerably used in the extraction of drugs, and he admitted that it was hardly fair to put a 1,500 per cent tax on alcohol and nothing on glycerin. Representative Evans and Senator Platt both made Dr. Stewart admit that at least two of the much-abused proprietary articles were possessed of some merit. The examples cited were Perry Davis' Pain Killer and Osgood's Cholagogue.

### Mr. Thurber's Argument.

One of the most interesting arguments presented to the committee was that made by F. B. Thurber, representing the United States Export Association. Some of the results likely to follow the removal of the tax were stated by Mr. Thurber as follows:

1. It would cause reduction in varying degree, according to the article manufactured, in the cost of such article to the manufacturer.
2. This would have the natural effect, either immediately or in time, of reducing the cost of such product to the consumer.
3. Products which, under a free-alcohol law, would be manufactured from grain alcohol, would be of superior quality to those products which are now manufactured with wood alcohol and other cheap substitutes for grain alcohol, and would naturally cause a larger consumption of such products, resulting in the employment of more people.
4. A lower cost and superior quality of the finished product would enable domestic manufacturers to successfully compete in foreign markets against foreign manufacturers.

5. Successful competition in foreign markets would naturally increase our foreign trade and result in swelling the balance of trade in our favor.

6. To meet the increasing demand for alcohol resulting from its larger use in manufactures would induce the larger production of alcohol.

7. This in turn would have the effect of creating a larger consumption of corn from which alcohol is made.

8. With this larger consumption of corn would come an increased market for the product of our soil which for some years past has been to a considerable extent a surplus product. In many parts of the West corn has gone to waste, much of it actually rotting in the fields, while some has been burned for fuel. This is particularly true of Nebraska.

9. So large additional use of the product of the agriculturist would be regarded by him with peculiar favor, bringing, as it would, large demand for his commodity and a not unlikely increase in the price per bushel for his corn, as well as largely swelling his gross earnings and resulting in the employment of more laborers.

10. The experience of foreign countries having free-alcohol laws shows that with the cheapening of the product an extension of the use of alcohol has resulted. Thus, notably in England, France, Germany, Switzerland, large quantities of alcohol are used for heating and lighting purposes. The success of these experiments has been so great that the ingenuity of inventors is being taxed to produce apparatus by which this inexpensive and valuable product may be utilized to the fullest extent. To this effect the various governments are lending their encouragement and doing what they can to increase in every possible way the consumption of alcohol.

### N. W. D. A. Represented by an Attorney.

The National Wholesale Druggists' Association was represented at the hearing by William B. King, as counsel for the Legislative Committee of the Association. He submitted the following draft of a proposed amendment to the bill:

Draft of Proposed Amendment to the Bill under Consideration by—

The Joint Select Committee on the Use of Alcohol Free of Tax in the Arts, Concerning the Use of Alcohol in Medicines, Chemicals, Extracts, Perfumes and Other Like Compounds,

Where Methylation is Impracticable.

In all products requiring the use of pure ethyl alcohol where denaturalizing or depotabilizing the alcohol is not practicable by the use of wood alcohol or other substances as provided elsewhere in the act to which this is an amendment, the following limitations are established for the rebate of the internal revenue tax on domestic alcohol used in the domestic manufacture of such products:

1. All preparations intended to be used or commonly used as beverages and all classes of bitters or cordials, unless it shall be shown affirmatively that such preparations cannot commonly be used as beverages, shall not be admitted to rebate.

2. Where the alcohol does not remain in the finished product a rebate shall be allowed of the tax paid upon the alcohol actually and necessarily consumed or wasted in the process of manufacture. But no rebate shall be allowed on any alcohol used in the process which is recovered and made available for further use unless subsequently consumed or wasted in manufacturing as provided in this act or on any alcohol which is susceptible of recovery by any method not exceeding in cost the value for manufacturing purposes of the recovered alcohol.

3. Where the alcohol is destroyed or decomposed or changed into another chemical compound in the process of manufacture, a rebate shall be allowed of the tax upon the amount of the alcohol destroyed or decomposed or chemically changed and upon the amount actually and necessarily consumed or wasted in the process of manufacture, as above limited.

4. Where the alcohol remains in the finished product, a rebate shall be allowed of the tax upon the alcohol remaining in the product and upon the alcohol actually and necessarily consumed or wasted in the process of manufacture as above limited, except in the following cases, and in these no rebate shall be allowed, to wit:

(a) Where the relative value of the alcohol and the other constituents of the product, including the cost of labor and of packing, bottling and sealing, by such methods as the Secretary of the Treasury may approve and the practicable methods and cost of recovery of the alcohol and the other constituents are such as would permit a profitable separation of the alcohol and placing the same upon the market for use as a beverage, taking into consideration the necessity for the use of surreptitious means in such recovery and the probabilities of detection, or

(b) Where the product is of such character that it is commonly, or may commonly, be used as a beverage.

Any person desiring to secure a rebate of the tax on the alcohol used in any product or products under the foregoing provisions shall present an application for a license therefor to the Collector of Internal Revenue for the district in which such manufacture is carried on, and the Commissioner of Internal Revenue shall issue a license to him to manufacture such product or products for rebate, if the product or products are within the definition and limitations herein set forth.

An appeal from any decision by the Commissioner of Internal Revenue adverse to the right of an applicant for rebate may be made to a board of experts to be appointed, one by the Secretary of the Treasury, one by the Secretary of Agriculture, and one by the Secretary of War, and their decision shall be binding upon the Commissioner of Internal Revenue. But in any case where it shall appear after its admission to rebate that any product so admitted is commonly used as a beverage, or that the alcohol contained in it is commonly separated and placed upon the market, the license to manufacture such product for rebate may be revoked by the Secretary of the Treasury, and a rebate shall not be thereafter granted thereon unless, upon petition presented to the Court of Claims, said court shall determine that such revocation was erroneous and that the manufactured product is embraced within the provisions of this act. All cases brought in the Court of Claims hereunder shall be given precedence and the Attorney-General shall be assisted in the defense of the interests of the United States in all such cases in said court by the officers of the Internal Revenue Bureau. Such rules shall be made by the court for the summary taking of testimony and hearing of the cases as may be necessary to insure their prompt decision.

### An Attorney's Notion of Pharmacy.

The chairman of the committee questioned Mr. King closely in regard to certain provisions of the proposed amendment, and the examination was continued by Representative Evans, who put some pointed inquiries to Mr. King. Mr. King's ideas regarding the uses of alcohol in the drug store were peculiar, to say the least. The three principal uses for alcohol, according to Mr. King, are:

1. The manufacture of hair-washes, dentifrices and perfumery.
2. A very small quantity is used in prescriptions.
3. Sales by pint or quart; for this purpose it should be methylated and colored with malachite green.

This seemed to constitute the lawyer's knowledge of the applications of alcohol in pharmacy, though, after some cleverly-directed questions by Representative Evans, the lawyer reluctantly admitted that druggists had other uses for alcohol beside the manufacture of hair-washes. He had heard of preparations called tinctures. When he proceeded to make a long explanation of the bill drafted by the N. W. D. A., he was interrupted by Representative Evans, who told him that it was hardly necessary for him to explain the bill. "We can understand the bill. We are lawyers," said Mr. Evans. A number of bottles of fluid extracts and other medicinal preparations were on the table as exhibits, and it was entertaining to observe some of the Senators take up these bottles and examine the preparations with an air of mingled perplexity.

and wisdom. Senator J. K. Jones, of Arkansas, seemed to be especially interested in the compounds, but he confined his examination to color and weight, not venturing to taste them.

#### Commissioner Wilson Surprises Druggists.

Some details of an interesting nature were brought out during the examination of Deputy Commissioner of Internal Revenue George W. Wilson, who quoted Prof. T. Lauder Brunton to demonstrate the injurious effects of alcohol on the human system. All stimulants and narcotics, according to this authority, are poisons when taken in sufficient quantity. In regard to the difference between wood alcohol and grain alcohol, so far as physical tests were concerned, there are scarcely any. No one who is not an expert, said Mr. Wilson, can distinguish between methyl and ethyl alcohol, when both are highly purified. It made no difference how highly you might purify wood alcohol, it would still remain a poison. The Commissioner said he had abundant testimony to this in the obituary notices of men who have tried it. The autopsies usually showed that the blood vessels leading to the heart were ruptured. He said he had experimented on men connected with his department. The chemist of the department, Dr. Crampton, had consumed two ounces of Columbian spirit in half-ounce doses in five hours without suffering any injurious effects, a confession which brought the question from Senator Jones, "If he had died would the fact have been reported to the police?" (It may be stated here that in conversation with H. J. Pierce, the president of the Manhattan Spirit Co., the latter asserted that the chemist stated in the presence of Secretary Gage that he had not recovered from the effects of the Columbian spirit for several weeks after taking it, and that under no conditions would he repeat the experiment.)

#### What Is Cologne Spirits?

Commissioner Wilson's explanation of the difference between alcohol and cologne spirits created a mild sensation among those who listened to the testimony at the afternoon session on Friday. Most retail druggists consider Cologne spirits superior to alcohol, as being of a higher specific gravity and freer from the aldehyde common to ordinary alcohol. Commissioner Wilson said there was no difference in the quality of the two, the only difference being in the strength of the alcohol. Names were no proof of strength, he said, and the Cologne spirit of the market is usually weaker than alcohol. In conversation with the AMERICAN DRUGGIST reporter, Mr. Dalley denied the accuracy of Commissioner Wilson's statement, and said that the Cologne spirit he was accustomed to purchase for the manufacture of perfumery had a proof strength of 192, and it was on this basis that he was taxed, making Cologne spirit more expensive to him than ordinary alcohol.

The manufacturing pharmacists were represented at the hearing by Henry G. Starin, of John Wyeth & Bro., Philadelphia, who told the committee that the removal of the tax on alcohol would have the effect of extending the business of American manufacturers in South America and foreign countries generally.

At the session on Saturday morning, the principal witness was H. J. Pierce, the president of the Manhattan Spirit Co.,

who submitted a voluminous document embodying arguments opposing the abolition of the tax on grain alcohol. He said in part:

In Germany large quantities of pure methyl alcohol are used in the manufacture of some of the most beautiful and delicate aniline colors, and recently a new disinfectant has been discovered called formaldehyde, which is coming into general use and which can only be made from pure methyl alcohol. It is probable that before long the manufacture of these articles may be undertaken in this country, but as they can only be made from pure methyl alcohol, it will be rendered impossible if a tax is placed upon wood alcohol.

The hat and moulding manufacturers have had a great deal to say before your committee in regard to the injurious effects of wood alcohol upon the health of workmen using it. This matter has been greatly exaggerated. Ordinary wood alcohol, if used in a warm room, is apt to affect the eyes of the workmen temporarily, but has no lasting ill effect, as is shown by the same employees having worked in it for the past ten years. Turpentine has a similar effect upon the eyes. The art of refining wood alcohol is steadily improving. We are making a pure methyl alcohol which positively does not affect the eyes of the workmen, no matter how it is used. The cost of making pure methyl alcohol is great, and the wholesale price we are obliged to charge is \$1.35 per gallon; but we have reason to hope that we shall be able to reduce the cost of this article materially in the near future.

It has been stated that the vapors from wood alcohol are deleterious to the health of those using it. This is absolutely untrue, for, as I stated last November, we have men in our employ who have been working over the crudest material for the past seventeen years, and they are in perfect health. I venture to say that if your committee will visit moulding, furniture and hat manufactories you will see as healthy a lot of men employed as you would find in any other industry.

#### PRESENT TAX ON GRAIN ALCOHOL.

It has been stated that the wood alcohol industry is opposed to a reduction of the present tax on grain alcohol. This is not so. I am personally of the opinion that the tax should be reduced to 90 cents a proof gallon, and believe that it would result in an increase of revenue to the government. I am also strongly of the opinion that a law should be passed allowing manufacturers of articles intended for export to use American-made alcohol without tax, a rebate of the entire tax being allowed when such products are exported. At present the law allows a rebate on foreign-made alcohol used in the manufacture of articles intended for export, but, strange to say, American-made grain alcohol is not so privileged.

#### ALCOHOL FROM MOLASSES.

I notice that some of the distillers of grain alcohol who appeared before your committee in Chicago, stated that there had been a large decrease in their sales of alcohol during the past four or five years. They laid this partly to the increasing use of wood alcohol, and I would say that during the three years ending September 1, 1897, the sales of wood alcohol in this country did not increase at all, and hardly held its own, due to the hard times. The grain alcohol producers stated that their sales had fallen off principally in the East, and gave as an instance that where they had shipped one firm in Boston five or six carloads a week, they only send them now one carload. They did not state the real reason to your committee for this loss of trade. It is entirely due to the fact that alcohol is now made very largely in Brooklyn from molasses, which is a by-product in sugar producing in Louisiana, and is shipped to Brooklyn in tank steamers. Alcohol can be made from molasses cheaper than from corn, and the Brooklyn producers have secured the trade which formerly went West. I understand from a reliable authority that there is just as much alcohol used now as there was five years ago.

In their arguments before your committee, the Western distillers mentioned the fact of immense sales of alcohol at certain times during the past twenty years, and upon investigating this matter you will find that this was due to immense exports during the Crimean and Franco-Prussian wars. The export of alcohol to Europe is now hardly possible under any circumstances, for many European countries have placed a prohibitive duty on alcohol, and other countries are now making alcohol from potatoes and beets cheaper than we can make it from corn.

#### TAX-FREE ALCOHOL WOULD RUIN THE VARNISH INDUSTRY.

In conclusion, I wish to ask you, as fair-minded men, to consider carefully whether the benefits which will accrue from tax-free alcohol are

sufficient to justify and counterbalance the damage which would be done not only to the wood alcohol business, but to the varnish, linseed oil, turpentine and other industries which have been built up under the present laws of the country. You would not think it right to take the customs duty off of woollen goods, thereby absolutely ruining at one stroke the great woollen industry which has been built up under our protective system, and why, therefore, has not the wood alcohol industry as much right to demand that they be not ruined through a sudden and violent change in the laws?

#### FIGURES THAT SPEAK.

Let me give you a few figures. Methylated spirit could probably be sold for 35 cents per gallon, which would be 40 cents per gallon less than the present price of wood alcohol. Methylated spirit would simply displace the present use of wood alcohol, which amounts to, say, 2,000,000 gallons per year, though of course there would be more methylated spirit sold at 35 cents per gallon than wood alcohol at 75 cents, and while the increase could not amount to very much, for new uses could not be found to make the increase enormous; yet, for the sake of argument, we will say that where 2,000,000 gallons of wood alcohol are now sold, 4,000,000 gallons of methylated spirit could be marketed. The saving in price of 40 cents per gallon on 4,000,000 gallons would amount to \$1,600,000. On the other hand, the government would lose its revenue of, say, \$2 per gallon on the increase of 2,000,000 gallons, which would amount to \$4,000,000, and add to this even such a low estimate of \$1,000,000 as the cost of enforcing the law, and you have a doubtful benefit of \$1,600,000, as against a loss to the government, and, therefore, to the people, of \$5,000,000 for putting the law into effect, to say nothing of its effect upon the varnish, linseed oil, turpentine, charcoal, iron and wood alcohol industries, having a total investment of at least \$200,000,000, and employing undoubtedly over 100,000 people.

I do not believe that any law giving free alcohol could be properly enforced in this country. The conditions are entirely different in Germany and England, where the laws are more rigidly enforced and more respected than here. In foreign countries officials have life positions, subject to good behavior, and they cannot be bribed, and it results in a vast and complete system of espionage between the different government officials relating to the enforcement of all laws. It would seem, therefore, that free alcohol in this country is impracticable, is inexpedient, is unnecessary.

Mr. Pierce was questioned closely by nearly every member of the committee. Senator Platt asked if there was any reason in logic why one kind of alcohol should be taxed and the other not, when both are used for the same purpose. Mr. Pierce replied that turpentine and kindred products might as well be taxed as wood alcohol. The real reason for taxing grain alcohol was on the score that it could be used as a beverage.

Thomas F. Main, the chairman of the Legislative Committee of the Drug Trade Section of the Board of Trade and Transportation, was the last witness heard. He read a memorial signed by eighty merchants, representing thirty-two distinct trades, ranging all the way from makers of bird-cages to funeral caskets. The memorial read:

"The undersigned manufacturers of the City of New York, having occasion to purchase and use grain alcohol in manufacturing processes, respectfully present the following memorial for the consideration of your committee:

"1st. The Revenue Laws of the United States in imposing a tax of about 1,200 per cent upon alcohol distilled from grain create an enormous and unnecessary increase in the cost of articles in daily use by every family in the country.

"2d. This has the effect of greatly curtailing the domestic consumption and exportation of such articles, and limits the employment of thousands of artisans.

"3d. That upon whatever grounds the imposition of a 1,200 per cent on alcohol used as a beverage may be justified, such tax cannot be justified when it imposes a burden upon articles of necessary daily use in every household.



"The undersigned manufacturers, therefore, respectfully memorialize your committee to recommend to Congress the enactment of a conservative measure which will free alcohol used in the industrial arts from tax.

"If we could purchase our grain alcohol at a price less than the present Internal Revenue Tax, it would reduce the cost of our finished products and enable us to furnish a better finished article to the purchasing public for less money."

The hearing was closed shortly after noon, the chairman announcing that persons wishing to present additional arguments should send them to the secretary of the committee, Benjamin Durfee, Washington, for publication in the *Record*.

## TO FIGHT COUNTERFEITERS.

### Manufacturers Combine Interests.

CHICAGO NOV. 10.—As an outcome of the drug frauds which attracted so much attention a short time ago, the International Proprietary Protective Association has been formed in Chicago, application for incorporation papers having been filed with the Secretary of State. Manufacturers of proprietary articles supplied to the drug trade, together with whisky distillers and makers of pure food products, like Armour and Swift, have combined to fight counterfeiting of their products, and have placed the work of ferreting out frauds in the hands of the Mooney & Boland Detective Agency, the concern that lately unearthed many such cases.

### Rights in Proprieties.

The circular of the company, which has just been issued, contains some interesting passages. In relation to the nature and value of proprietary rights, it says:

"Among the most valuable property rights known to the modern business world, are those which result from a most perfect knowledge of the needs of civilized society and the application of the highest intelligence, business experience and judgment, scientific research and experiment, perfect mechanism, the most thoroughly trained and skilled artisanship and the most unflinching integrity in the production of articles of commerce; and the rightful exclusive occupation and appropriation of the world's market for such articles by the employment of the most effective means for most widely diffusing truthful information as to the usefulness, purity, perfection and value of such articles.

"The right of one who thus produces, and appropriates the market for such articles, to be protected from unfair and dishonest competition and fraudulent and deceptive practices in the sale of such articles, is well recognized by the law; and appropriate methods and remedies are provided for its assertion and protection.

"This right which is something different from, and in addition to the ownership of the property which is the subject of the trade, may, in accordance with popular usage, be designated with sufficient accuracy as a 'proprietary right'; and the articles of commerce with which it is associated or connected may properly be called 'proprietary articles.'

### Character of the Service.

The association, being a corporation, shares of stock are offered to makers of

proprietary articles, par value being \$25. The service offered to the stockholders is explained as follows:

"It is proposed by the association, for a fixed annual charge, the amount of which will be determined in each case, from a consideration of the nature, character and value of the protected article, the extensiveness of its use, the facility with which it may be imitated, and other matters which might fairly be expected to affect the cost of the service—to furnish to the owners of proprietary articles of all kinds, such general information and reports upon the existence and extent of violations of their rights as the most systematic and vigilant investigation of the subject throughout the whole territory where such articles are sold will develop, together with proper advice and suggestions as to the remedies which are appropriate and effectual for the suppression of the evils.

"Should the producer of any proprietary article deem it proper, in consequence of such report and advice, to employ the association to collect the evidence necessary for the proper and successful assertion and protection of his rights, or for the responsible conduct of legal proceedings to that end, such employment would be the subject of special arrangement, the terms of which would be as reasonable and moderate as the particular circumstances would permit."

## KINGS COUNTY DRUGGISTS PRESENT A BADGE.

### Senator Brush Addresses the Members of the Kings County Society.

The regular monthly meeting of the Kings County Pharmaceutical Society was held at the Brooklyn College of Pharmacy, 329 Franklin avenue, on Tuesday, November 9th. President Adrian Paradis occupied the chair and Luther F. Stevens acted as secretary in the temporary absence of Flavel N. Bliss. Mr. Bliss has sustained a severe loss in the death of his wife, and it was explained that his absence was due to his bereavement.

Shortly after the meeting came to order William Muir announced the presence among the gathering of some sixteen members, of Senator Dr. George W. Brush, a gentleman to whom Brooklyn pharmacists were greatly indebted for looking after their interests at Albany.

Dr. Brush said he had not come prepared to make any speech, neither was he there to listen to any eulogy of himself. He thanked the society for its courtesy, and testified to the many obligations which he was under to pharmacists. He paid a tribute to the courtesy and tact which were characteristics of pharmacists and said many mistakes of physicians were averted by the prompt intervention of the dispenser. He himself knew of a number of instances occurring in his own practice. Dr. Brush was cheered heartily as he took his seat.

### William Muir Gets a Gold Badge.

The presentation of a gold badge to former President William Muir then took place, President Paradis deviating from the regular order of business to make the following presentation speech. Addressing the members he said:

### SERVICES OF MR. MUIR.

It has been proposed to present a testimonial to a fellow member, who has done yeoman's service in the interest of pharmacists. As your presiding officer, this pleasing duty has been delegated to me.

Where our interests were threatened through hostile legislation, or when it seemed desirable to change existing laws, in order to mitigate the harshness with which they bore on our profession, he has always been ready to jump into the breach for our defence, regardless of time consumed, or personal expense. It was mainly due to this fellow member's efforts that the objectionable features of the old Raines law were so modified that now a pharmacist can sell alcohol and spirituous compounds by paying a nominal license, and is not obliged to be a law-breaker every time he is called upon so to do.

### SUCCESS OF THE MANHATTAN BEACH MEETING.

When the New York State Association held its annual meeting at Manhattan Beach during last summer, as the guests of the Kings County Pharmaceutical Society, this gentleman took charge of the arrangements, and while he was ably seconded by other members of the society, and by many members of the New York College of Pharmacy, in his efforts for success, still, the hardest and most important part of the work, namely, the collection of the necessary funds, was accomplished by himself almost unaided. It is hardly necessary to remind you what a great success that meeting was, how pleased were the members who came from all sections of the State. Many of these have told me personally that it was the best and most enjoyable they had ever attended, and I feel safe in saying that it will be a long time before there will be another that can beat it. All of this success reflects great credit upon our society.

### THE MONEY COLLECTED.

The money collected was not only sufficient to pay all expenses, but the sum of about four hundred dollars remained as an unexpended balance and was turned into our treasury.

It is hardly necessary to mention his energetic services to this society and its college, as that is a matter of history known to all. Under these circumstances, some of our members thought it but right and just that such valuable and disinterested services should be suitably recognized. Therefore, at the last meeting of our society, a resolution was passed appointing Professor Anderson, Dr. Brundage and myself a committee to give tangible shape to the testimonial. I hope that our efforts will meet your approval.

Gentlemen, it gives me great pleasure to present to Dr. Wm. Muir, on your behalf, this token of the esteem in which he is held by his fellow members, and to express the hope that his services may long be at our disposal.

### Mr. Muir's Speech of Thanks.

Mr. Muir had his address of acceptance prepared in advance and read it from manuscript as follows:

Mr. President and Gentlemen—To say that I thank you from the bottom of my heart may seem but a stereotyped and inappropriate phrase to use on this occasion; but it is not, and I can not fully express my gratitude to you for this beautiful token of your appreciation of my work in behalf of our society and my fellow pharmacists. The kindly sentiment that you have expressed is, I assure you, of vastly more value to me than even this beautiful badge. To have the respect and esteem of one's fellows in any walk of life is all that any man can wish for, and the knowledge that I have won the appreciation of my associates in the profession of pharmacy is to me the most valued treasure that I can possess.

My time and labor in the work of this society were given unselfishly and with the one object of benefiting the society and its members. I did not do this work alone. It was accomplished only with the earnest and active co-operation of some of our members, and it gives me pleasure to say that in our own society are enrolled some of the most devoted and energetic men in the profession. Your action in thus honoring me is evidence that I have not labored in vain, and I can only say that in the future my time, my voice, my influence, all that I have as a man to give, will be devoted as they have been in the past to the interests of the Kings County Pharmaceutical Society, its college and its members. Again I thank you.

### Badge a Massive Affair.

The badge is a very massive affair, measuring nearly four inches in height



and over two inches across. In appearance it somewhat resembles an exaggerated police captain's shield. It is evidently designed to be worn on high occasions of state, at balls or like functions. The design of the badge is appropriate to the wearer, being a mortar and pestle, surmounted by an eagle bearing in its beak a scroll in crimson enamel on which is inscribed in golden letters, "William Muir, Phar. D." The whole has a crimson and gold effect, the adopted colors of the Brooklyn College of Pharmacy. The *raison d'être* of the badge is explained by an inscription on the back which reads:

Presented to William Muir, Phar. D., in recognition of his unselfish devotion in advancing the interests of the retail pharmacists in connection with the Raines law, the Greater New York charter, and other legislation, 1897.

#### Better Amendments than a New Law.

Routine work was then proceeded with, and treasurer P. W. Ray presented his report, one of the items of expenditure noted being \$126 as the society's contribution toward the purchase of the badge presented to Mr. Muir. Dr. Ray's report was approved. William Muir reported for the Special Committee on Conference on amendments to the pharmacy law. The meeting of the committees from the Brooklyn and New York Colleges of Pharmacy and the German Apothecaries' Society was very fully reported in the preceding number of the *AMERICAN DRUGGIST*. An inquiry from Dr. Ray as to the advisability of framing an entirely new pharmacy law in preference to tinkering the old one brought Senator Brush to his feet, who explained that it was always easier to secure the enactment of amendments to a law than to pass a new law, so many explanations being required on the floor. He thought something should be done to bring about legislation to prohibit the sales of poisons except in bottles of special design. He had been asked to interest himself in this matter by Mrs. Dr. Goelet, of New York, who evidently had some sad experience. Dr. Ray called attention to the fact that the matter of a distinctive poison bottle was very fully discussed over three years ago at a meeting of the New York State Pharmaceutical Association, when it was admitted that the scheme was impracticable.

#### Reprimand for Trustees.

It having been pointed out in a report from the Board of Trustees that two of the members of the board, Vice-President A. E. Marsland and Trustee John Gallagher, had absented themselves from meetings of the board until the time limit had been exceeded, the offices of these gentlemen were, on motion, declared vacant. The motion was put by William Muir, and promptly seconded by C. O. Douden, who then moved the election of Andrew E. Hegeman, of Bath Beach. T. J. France, of the Legislative Committee, said it was something unusual in the history of the association to drop a vice-president, and he therefore moved the election of A. E. Marsland to succeed himself as third vice-president and trustee. This practically closed the proceedings, and after the announcement of a paper on some bacteriological subject for the next meeting, an adjournment was had to December 14th.

## INDUSTRIAL CHEMISTS DISCUSS ASPHALT.

Some forty members of the New York Section of the Society of Chemical Industry were in attendance at the regular meeting in the lecture hall of the College of Pharmacy on Friday evening, November 19th, vice-chairman Thomas J. Parker presiding. The announcement of the meeting stated that there would be three papers on the subject of asphalt, but only one of the authors, Clifford Richardson, was present and his paper was therefore presented first, its title being "The Nature and Origin of Asphalt."

The author prefaced his paper by a brief verbal description of the asphalt lake of Trinidad, based on an investigation made by him in 1891 for the District of Columbia.

The surface of the lake is so hard that a cart can be driven over it without sinking save in the centre where fresh asphalt was constantly welling up.

The total area of the lake is about 114 acres. The depth at the edges is about 75 feet and borings made near the centre were still in pure asphalt at a depth of 135 feet, when it became impracticable to bore any deeper on account of the movement of the body of the lake having tilted the apparatus. Based upon these figures an estimate was made which shows a mass of about 9,000,000 tons of asphalt as the contents of the lake. Close observation of the level of the lake shows that it has sunk gradually from removal of the asphalt for commercial purposes. By comparing this fall with the amount known to be actually taken out each year it is shown that about 18,000 tons of new asphalt finds its way into the lake each year.

Where the asphalt wells up near the centre of the lake it is quite soft, and an examination shows that it is in the form of an emulsion of bitumen, water and gas. The surface of the lake has on it islands of vegetation which change their location along with the mass of the asphalt. The average composition of the asphalt is remarkably uniform whether the sample be taken from the surface or below the surface, at the edges, or in the centre, the average composition being bitumen, 39.1, mineral matter 25.4, organic matter 6.9 and water 28.5. The water contained in the bitumen is acid in character, containing considerable amounts of ferrous sulphate, iodides and borates, and having all the characteristics of a thermal water. It contains about 82 Gm. of solids per liter. In the centre of the lake, singularly enough, a mineral water wells up which is alkaline in its reaction.

The gas present consists of a mixture of hydrogen sulphide and carbon dioxide, the former predominating. The mineral matter present consists of a very fine clay contaminated with ferric oxide. The asphalt contains about 10.3 per cent sulphur throughout. The Bermudas Lake, a hundred miles distant from Trinidad, and on the main land of Venezuela, has a superficial area of about 1,000 acres, but the asphalt is a very soft maltha spread out in a thin layer and is much overgrown with grass.

#### Influence of Sulphur on the Character of Asphalt.

The author pointed out that true asphalt bitumens could only be obtained by the action of sulphur on unsaturated hydrocarbons.

Where the hydrocarbons are acted on by oxygen only the result is the formation of brittle bitumen, such as ozokerite, gilsonite, etc., which are deficient in tractability and adhesiveness. When saturated hydrocarbons, such as petroleum residue, are acted on by sulphur, the result is equally unsatisfactory, as is shown in what is known as Pittsburgh flux.

The action of sulphur on acid sludge, which is composed of unsaturated hydrocarbons, gives condensation products much more closely resembling the native asphalt. From these and similar observations the author deduced that Dana is in error in stating in his mineralogy that oxidation is a step in the formation of asphalt. He claimed that sulphur is an essential constituent and supported this claim by quoting the fact that the proportion of sulphur present bore a more or less direct relation to the character of the bitumen, hard asphalt containing from 9.76 to 8.28 per cent of sulphur; medium hard, containing 6.47 to 3.95 per cent and malthas or soft asphalts containing 2.29 to 0.40 per cent.

The author stated that he rather leaned toward the adoption of Mendeleef's theory as to the origin of the hydrocarbons and that it seemed probable that asphalt was in course of constant production by the action of sulphur upon the hydrocarbons produced probably by the action of carbides, as indicated by Mendeleef and Moissan.

After a brief discussion of the paper, which took the form of interrogations of the author, a paper was read on the sulphur contents of asphalt by S. F. and H. E. Peckham. In the absence of the author this paper was read by the secretary, Dr. Schweitzer. It consisted chiefly of a refutation of the statements made by Dr. Endemann and supported the stand taken by Mr. Richardson as to the nature of asphalt and the important part played by sulphur in it. In the absence of the authors the other papers listed for the evening were read by title as follows: "On the Oxidation of Asphaltogen," by H. Endemann; "The Application of Chemistry to the Study of the Magnetic Properties of Iron," by Bertrand S. Summers, and "Sulphuric Acid as a Reagent in the Analysis of Fatty Acids," by E. Twichell.

The next meeting will be held on December 17th at the Havemeyer Laboratories, Columbia University.

#### A Substitute for Rubber.

DENVER, COL., Nov. 15.—It is announced here to-day that the Right Rev. Dean H. Martyn Hart of St. John's Cathedral, in this city, had perfected an invention which is calculated to revolutionize the rubber trade. Napier Ford discovered a method of oxidizing oils, and when he died in London two years ago he handed his invention to Charles Griest, who made some improvements in it and then turned it over to Dean Hart. The Dean, who is an expert chemist, worked on it for months, and finally made it valuable commercially. The business end of the process was turned over to Dr. John Gower, who went to London and organized a company for its manufacture. The new substance is called perchoid. It will cost only about 5 or 6 cents a pound. Dean Hart will go to Washington to-morrow to see about the patents.

## IS THIS A SWINDLE?

Mr. William McIntyre, of 2429 Frankford avenue, Philadelphia, is an old and greatly respected druggist. The other day he called upon Smith, Kline & French Co.

"Here is a singular thing," he said. "I have here a notification from the Pennsylvania Railway that there are forty-eight boxes of merchandise from New York, shipped to my order, or rather to William McIntyre & Co. I know nothing whatever about the shipment, and am considerably puzzled about the whole matter."

"Well," said Mr. French, "I think we can throw some light upon the matter. There is a concern at 7 Walnut st. who call themselves William McIntyre & Co., about whom we have had inquiries from all over the country. Their letter-head reads as follows:

William McIntyre. Henry Leonard.  
WILLIAM MCINTYRE & CO.,  
7 Walnut Street, Philadelphia.  
Importers and Dealers in Drugs, Oils and  
Chemicals.  
Cable address, Oxford, Phila.

"They evidently are asking quotations on goods, judging by the letters we have received, and no doubt some concerns have made shipments. You'd better turn this notice over to us, and give us an order for the goods. We can then notify the shippers, and discover in that way if there is any confusion in their minds as to whom they think they are shipping to."

Mr. McIntyre willingly adopted this suggestion. When Smith, Kline & French presented the order, however, they found the goods had already been claimed by and delivered to the Walnut street concern.

A reporter of the AMERICAN DRUGGIST at once called at No. 7 Walnut street. He there found a ten-foot square office, furnished with a new safe, a new desk, a typewriter and two or three chairs. The back wall of the office had a row of small windows about five feet from the floor, through which could be seen a number of Castoria boxes. There was also a little door leading into this outer room, but it was closed, and nothing further could be seen. A young man with a pale smile sat at a desk, and at the other end of the desk, and concealed by it, sat a man who throughout the interview remained in modest retirement, and said nothing whatever.

"Is Mr. McIntyre in?" the reporter asked.

"No, sir," the young man replied blandly. "Will you sit down?"

The reporter sat down.

"Perhaps you are Mr. Leonard?"

"I am, sir. What can I do for you?"

"I am a reporter from the AMERICAN DRUGGIST. There have been a good many inquiries about you. We would like to be in a position to answer them intelligently."

The young man looked rather blank for a moment.

"Well, what do you want to know?"

"Who is Mr. William McIntyre? What were his former business connections?"

"Why, he's been a drug jobber for the past thirty years."

"Where?"

"Oh, in different places."

"Where, specifically?"

"Oh, I've known him for a long while.

He made me such a good offer that I—"

"Where were you when that occurred? What house were you connected with?"

"Who—me?"

"Yes."

"Oh, I was with (name jumbled and quite unintelligible)."

"I don't catch that name."

"Say, you'd better see Mr. McIntyre."

"Well, when can I see him? What are his office hours?"

"He's out of town at present. He won't be back until next week."

The reporter then withdrew, seeing that nothing whatever was to be learned of the young man with the pale smile.

Orders from the new concern have been received in this city by McKesson & Robbins, Charles Pfizer & Co., Parke, Davis & Co., New York Quinine and Chemical Co., Carter Medicine Co., T. A. Slocum & Co., the Centaur Company and a number of others, but of these, so far as we can learn, only the last two named shipped the orders, and the Centaur Company succeeded in replevying its goods, about \$300 worth, before McIntyre & Co. had disposed of them.

Some of the proprietors were saved from loss by a warning telegram sent out by the publishers of the *Philadelphia Bulletin* to the prominent proprietary houses, which was received in time to head off shipments, and for which they are correspondingly grateful. It would seem that where shipments are made to such concerns there must be a lack of care on the part of houses receiving their orders, as there is no instance on record when, despite any confusion resulting from similarity of names, due investigation would not have shown reason for not shipping the goods.

## Pharmacy Course at Brown University.

University extension courses, of twenty lectures each, in chemistry and botany, will be given at Brown University, commencing Wednesday, November 3, 1897, and ending March 30, 1898.

The class in botany will meet at Maxcey Hall, Wednesdays at 3 o'clock p. m., and the instruction will consist of lectures and laboratory work upon the structure of the plant classification and medical properties of plants, by families; the place of storage of medicinal substances in the plants; their condition as raw material; outline of process of manufacture, etc.

The chemistry class will meet Wednesdays at 7.30 p. m. The lecture will include a study of those elements and their compounds which are of especial interest to pharmacists; physical and chemical changes; conditions of matter; nomenclature, notation, etc., followed by laboratory instruction.

Application for admission to these classes may be made to the instructors, Prof. E. E. Calder and Mr. Haven Metcalf; to the directors of the University Extension, Prof. Munro, or to the members of the R. I. P. A., Committee on School of Pharmacy, Messrs. William O. Blanding, Arthur W. Claflin, B. A. Payne, Providence; Edgar K. Gridley, Pawtucket; Frank A. Jackson, Woonsocket; S. Winfield Himes, Phenix; Enoch W. Vars, Niantic; B. F. Downing, Jr., Newport.

The Committee on School of Pharmacy of the Rhode Island Pharmaceutical

Association is calling the attention of members to preceding notice. The lectures will treat of chemistry and botany in their relation to pharmacy, and will afford an excellent opportunity of acquiring such knowledge of these subjects as the modern pharmacist should possess. As stated in above notice, the courses will include laboratory work, and the students will thus be instructed in the application of the knowledge imparted in the lectures.

The expense to the individual student will depend upon the number who subscribe. The committee believe it will not exceed \$15 for both courses complete.

## Philadelphia Druggists Inspect a Plaster Plant.

The Red Cross Special on the Pennsylvania Railroad, Conductor Bransome in charge, drew into New Brunswick station at 10 o'clock on Tuesday morning, after an unusually rapid run from Philadelphia. The train bore over a hundred leading physicians and pharmacists of the Quaker City, who had accepted invitations from Johnson & Johnson to inspect their laboratories. The inspection occupied the visitors until after 1 o'clock, the members of the firm and the heads of the different departments acting as guides. When the whole immense plant had been gone over, the guests gathered in the analytical laboratory, where Chief Chemist Kilmer explained the methods used in assaying the output of the laboratory before placing it on the market. The party then adjourned to the Mansion House, where Messrs. Johnson & Johnson had an elaborate banquet set forth, the menu of which read as follows:

## MENU.

RED CROSS SPECIAL,

November 16th, 1897.

SERVED SECUNDUM ARTEM.

Mansion House, New Brunswick, N. J.

## MENU IOCULARIS.

Cumol Ligature Soup  
Sterilized Fish Sounds—Isinglass Dressing  
Decalcified Bone Drainage Tubes  
Spring Lamb—Oil Juniper Sauce  
Chromicised Fricassee of Caribou—  
Esophageal Tubes  
Claret Rare Roast Beef—Iodoform Dressing  
Frizzled Gutta Percha Tissue—Hospital Style  
Braized Rubber Adhesive—with a Stick in it  
Wild Turkey—Wool Tampon Stuffing  
Corn Plasters on the Cob  
Aseptic Cream Potatoes  
Mustard Punch  
Kline's Philadelphia Bracer—Es-k's Formula  
Steamed Gauze Bandages—Carbolated Dressing  
Champagne Antiseptic Tablets  
Bransome Flap Jacks—J. & J. Style  
Sparkling Kolafra—with Catheter Straws  
Borated Sponge Cake  
Red Cross Ice Cream—Ichthyol Flavor  
Zonweiss Cream—Very Toothsome  
Cigars Sulphur Fumigators

When the guests were served Eskay's albumenized food in lieu of Roman punch, the bachelors of the party appeared much mystified, but the fathers of families immediately recognized it as a baby food.

The stimulating effect of the food soon began to show itself in the garrulity of the guests; nearly all of the 137 present were given an opportunity to talk. The first speakers were M. N. Kline, who spoke to "The Health of the Babies." Dr. W. B. Atkinson spoke to "The Health of the Public," and Dr. Frank B. Woodbury spoke on the "Cure of the Public." The affair was a most enjoyable

one, and undoubtedly will tend to convince the pharmacists and physicians present of the reliability of the J. & J. products. Below we give a partial list of those present:

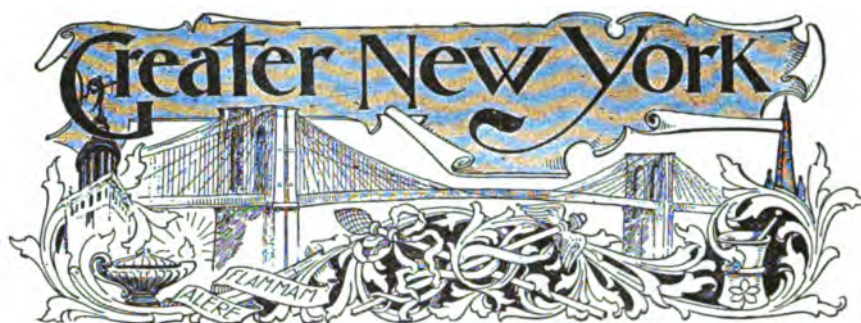
## THE VISITORS.

Dr. W. B. Atkinson, Dr. D. Avison, M. F. Apple, Dr. J. W. Anders, George D. Blomer, Dr. George D. Blomer, Jr., Thomas F. Bradley, J. M. Baer, Z. James Balt, Dr. R. D. Burke, Dr. J. F. Berlet, Dr. B. L. Brown, Dr. William T. Burke, A. H. Bolton, J. B. Buckman, Dr. S. J. Bushey, C. H. Butterworth, A. L. Beshore, W. P. Bender, P. L. Bowers, Dr. Edward S. Cook, Joseph Crawford, George J. Grumbie, W. L. Cliffe, C. H. Campbell, D. T. E. Canon, T. Campbell, Dr. C. H. Clewill, Dr. C. H. Clewell, Dr. George E. Dahis, Dr. J. J. H. Dubbs, Dr. I. H. Dripps, N. B. Danforth, Dr. A. J. Danlore, Dr. A. H. DeYoung, C. A. Eckels, George B. Evans, G. E. Engelman, F. Eberly, A. Eberly, John P. Frey, L. O. Funk, Edward B. Finck, W. A. Fetter, W. S. Froelich, Dr. J. R. Forst, G. W. Fehr, Dr. S. W. Gadd, W. H. Gano, E. R. Gatchell, Dr. H. J. Hoban, Dr. G. R. Hulsizer, L. R. Hoffecker, Dr. Edward H. Horgan, A. Holt, W. Hartzel, G. Holmes, A. S. Holloper, Dr. A. R. Incan, H. E. Jones, A. Jungmann, J. L. Kooker, Dr. Adam Keemm, J. H. Klineer, Fred R. Keller, Dr. August H. Keller, M. N. Kline, Dr. Percival Loder, Dr. James B. Longshore, R. H. Lackey, Dr. F. F. Long, Dr. J. F. Lewitt, C. L. Long, H. A. Nolte, Dr. E. F. Minger, E. D. Michener, Henry Mitchell, J. H. Marshholder, Dr. H. Meuller, R. H. MacEnery, Dr. Henry Moore, Dr. G. Y. Pascoe, W. J. Pechin, Dr. H. F. Palm, J. W. Pechin, Dr. J. W. Packard, J. B. Reynolds, F. E. Reidnauer, Dr. D. J. Reese, D. H. Ross, A. C. Smith, Joseph V. Smith, Dr. Theodore Spirssler, S. M. Selover, Walter H. Smith, R. Stoever, Shoemacher, M. Sonntag, A. C. Schoefield, J. V. Slaughter, Dr. George F. Sonwers, W. F. Steinmetz, H. L. Stiles, N. H. Satmen, Dr. O. Sprissler, H. N. Snyder, S. C. Thompson, Dr. F. P. Thompson, E. M. Wallington, R. P. Wilkinson, A. Wilson, Dr. E. F. Walsh, Dr. E. B. Wheeler, Dr. J. B. Wallace, A. H. Wolsey, A. L. Wingert.

In addition to the Philadelphians present, Messrs. Chas. W. Parsons, Caswell A. Mayo, F. B. Hays and Geo. B. Stelle, of New York, were in attendance.

## Geo. A. Brandreth Dies.

George A. Brandreth died at his residence in Sing Sing, November 15th, of fatty degeneration of the heart. Mr. Brandreth was the head of the firm of B. Brandreth's Son, of that city. He was a trustee of the Sing Sing Savings Bank and a director of the First National Bank of Sing Sing. He was largely interested in real estate. In politics Mr. Brandreth was a Republican. He had been a member of the Legislature from West Chester many times prior to the war, and was president of the village of Sing Sing for several terms. He was a candidate for Representative in Congress in 1892, but was defeated by William Ryan. Mr. Brandreth nominated the late Gen. Jas. W. Husted for the office of Assemblyman from the Third West Chester district for twenty-one consecutive years, and he also placed in nomination the present Assemblyman from that district, the General's son, James W. Husted, for the three terms he has served in the Assembly. Mr. Brandreth was born in New York city seventy years ago, but most of his life has been spent in Sing Sing. He had been married twice. His first wife was a daughter of Gen. Aaron Ward. By her he leaves four daughters, Mrs. Francis Larkin, Jr., Mrs. Frederick Potter, Mrs. John I. Kane and Mrs. Henry Borup. His second wife, whom he married in 1884, was Miss Annie Ashton, of Sing Sing. Mr. Brandreth was a brother-in-law of the late Samuel J. Randall and of Gen. E. A. McAlpin.



## Personal Items.

Julius Richter, druggist, at No. 2204 Fulton street, Brooklyn, is enlarging and renovating his store.

The drug store of Louis E. Oxee, which was opened about a year ago at No. 515 Amsterdam avenue, has been closed.

A new drug store has just been opened on First avenue, between Sixty-ninth and Seventieth streets, the owner being Dr. J. L. de Victoria.

Francis S. Warner, druggist at the corner of Seventh avenue and Thirty-eighth street, has decided to keep his pharmacy open all night for the benefit of his patrons.

William Gandert, one of the buyers of the wholesale drug house of McKesson & Robbins, became the proud father of a 15-pound boy on Tuesday, November 16th.

E. W. Barber, who was until lately at Winters' pharmacy, No. 307 Manhattan avenue, Brooklyn, has made an engagement with Schaaf Brothers, druggists, at No. 798 Eighth avenue.

The store of E. L. Fendler, at No. 1379 Broadway, was sold at auction on the 8th of November. The stock and fixtures had been sold to an auction firm some days previous.

Harry A. Somerville, who sold his interest in the drug store corner of Park avenue and Eighty-sixth street, has accepted the position of apothecary of the Kings County Hospital in Brooklyn.

Anton Walter, druggist, at the corner of One Hundred and Nineteenth street and Lexington avenue, died suddenly on Wednesday, Nov. 17, aged 42 years. He is survived by his wife.

William Hunte, N. Y. C. P., '82, druggist, at No. 32 Fifth avenue, corner of Dean street, Brooklyn, is seriously ill with pneumonia. Peter J. Ehrsgott is managing the business during his illness.

F. C. Horsford, N. Y. C. P., '93, has resigned his position at P. B. Knapp & Sons' pharmacy, No. 362 Hudson street, and resumed his studies in medicine at the College of Physicians and Surgeons.

Curt W. Knappe, N. Y. C. P., '91, who lately resigned his position with Merck & Co., has accepted the position as first clerk at Louis Lehn's pharmacy, corner of Park avenue and Sixty-fourth street.

Edward H. Hay, N. Y. C. P., '89, of the retail drug firm of H. H. Hay & Son, of Portland, Maine, was in the city the past week purchasing goods for the holidays. Mr. Hay is assayer for the State of Maine.

Jacob J. Lauffer, N. Y. C. P., '94, lately in the employ of Steinman & Schaefer, druggists, at No. 262 Driggs avenue, Brooklyn, will open a pharmacy at No. 1551 Broadway, Brooklyn, about the 15th of December.

Samuel Grant is a recent acquisition to the dispensing staff of Reeder Brothers, the druggists of Fourth avenue and Thirty-first street. He was formerly with McNair, at Ninth avenue and Twenty-fourth street.

Francis B. Hays, well-known to the retail trade of New York as the energetic and able news-gatherer for a number of years of the *Druggists' Circular*, has resigned, and will return to his home in Oxford, N. C., to follow the retail drug business.

George R. Banitch, formerly with E. J. Sultan, druggist, corner Third avenue and Twenty-third

street, and more recently at Louis Lehn's pharmacy on Park avenue, corner of Sixty-fourth street, is now with Smith & Stage, druggists, at No. 901 Seventh avenue.

Thos. P. A. Kelly, manager of Ammon's pharmacy, Columbus avenue and Eighty-first street, became the father of a boy November 10th. Mr. Kelly is an enthusiastic advocate of the shorter hours movement, and his eloquence is always a feature of the meetings of the League.

Dr. S. A. Hardy, druggist, at No. 574 Second avenue, was married on Tuesday evening, November 9th, to Miss Florence Smith, at the home of the bride's mother, on Forty-third street, near Lexington avenue. Dr. and Mrs. Hardy spent their honeymoon in Washington, D. C.

B. Carter, formerly with Caswell, Massey & Co., druggists, corner of Broadway and Twenty-fifth street, and more recently at Van Horn & Ellison's pharmacy, corner of Fifth avenue and Fifty-eighth street, is now with W. W. White, at his pharmacy on Madison avenue and Fifty-third street.

Matthew Kramer, formerly clerking at the Wohlfarth pharmacy, corner of One Hundred and Tenth street and Third avenue, and more recently with Max Hollander, druggist, corner of Plum street and Palisade avenue, has accepted a position at William M. Olliffe's pharmacy, No. 6 Bowery.

Dr. George H. Jorgensen, a graduate in 1896 of the first post graduate class at the New York College of Pharmacy, died on Monday evening, November 15th, at the home of his parents, corner of Melrose avenue and One Hundred and Fifty-sixth street. He had been sick for over a year with consumption.

G. H. Carter, formerly with William Wilson, druggist, at the corner of Broadway and Thirty-fourth street, and more recently one of the prescriptionists of the Hegeman Co., at No. 196 Broadway, has accepted a position at the Long Acre Pharmacy, corner of Broadway and Forty-third street, New York city.

Bernard Mueller, N. Y. C. P., '94, formerly in the employ of George Huether, druggist, at the corner of Third avenue and One Hundred and Sixty-ninth street, and more recently at A. Friedlander's pharmacy, No. 2183 Eighth avenue, has resigned his position at the latter store, and has accepted a clerkship with George Freygang on West Broadway, near Walker street.

The book of the Drug Club has just been issued, containing the constitution and by-laws of the club, with a copy of the certificate of incorporation and a list of the officers from the foundation of the club in August, 1895, down to those presiding on October 1st, 1897. The little book is tastefully printed, and has a very attractive cover in green and gold.

The committee having charge of the arrangements for the annual banquet of the alumni association of the College of Pharmacy of New York, has determined to hold the banquet at the Arena on the night of Wednesday, December 15th. The price of tickets has been placed at \$2, and members of the alumni will have the privilege of inviting as many friends as they choose to buy tickets for.

George R. Banitch was married on Wednesday evening, November 10th, to Miss Lizzie Wulff, at the residence of the bride's parents, No. 517 Broadway, Long Island City. Mr. Banitch was formerly with Louis Lehn, druggist, at Park avenue and Sixty-fourth street, but has recently accepted a clerkship at Louis P. Rupp's pharmacy, corner of Thirty-sixth street and Ninth avenue, New York City.



Edward L. Fendler, a druggist at 1379 Broadway, was fined \$150 by Presiding Justice Hayes, in Special Sessions, on a charge of practicing medicine without a license.

Theresa Holbrook, of 138 West Thirty-second street, swore that Fendler prescribed for her for the morphine habit. She said he guaranteed to cure her in two weeks' time, and that she paid him \$50. His treatment was a failure, and she reported his case to the County Medical Society. This is the heaviest fine yet imposed in Special Sessions for this offence. Fendler paid.

### Commercial Club Dines Its Governors.

The Commercial Club, an organization of West Side merchants in New York, gave a dinner to its Board of Governors last week, which was participated in by a number of well-known drug men. H. A. Dickie, of the United States Printing Company, presided and discharged the functions of toast-master in a very able manner, adding much to his popularity with the members. Speeches were made by W. S. King, president of the Merchants' Association of New York; F. B. Thurber, president of the United States Export Association; C. H. Fancher, president of the Irving National Bank; General John T. Cutting, O. J. Gude, S. F. Taylor and E. L. Mooney, president of the club. Among others present were Thomas F. Main, W. A. Hockmeyer, Dr. C. F. Booth, of Tarrant & Co.; H. B. Harding, of the Humphreys Homeopathic Remedy Company; A. R. Elliott, I. J. Benjamin and T. J. Keenan, of the American Druggist Publishing Company, Joseph Leeming, of Thomas Leeming & Co., and H. Williams of the Mattson Rubber Company.

## WESTERN NEW YORK.

BUFFALO, N. Y., Nov. 20.—The drug business is fair. Wholesalers say that their branch of the trade is satisfactory, but it will be a long time before that can be said with full force of the retail trade. This is so attractive to a certain class of quiet business men that they are bound to overcrowd it. No new inroads are reported on the part of the grocers or department stores.

### Buffalo Board Active.

The Erie County Board of Pharmacy, at its second October meeting, granted pharmacists' licenses to Fred E. Herrick, of Mayville, and Mr. Bargar, of Buffalo, also assistant's license to Jeremiah R. Dodds, of Buffalo. These were all on certificates from other sources. All the candidates who were examined failed.

The Board is still bringing up delinquents, mostly proprietors of one-license stores. If they show that they are providing relief clerks and doing what they can to carry out the law, no action is taken, for there is no wish to make the small pharmacist undue trouble. The effort is rather to relieve him from the burden of the law, without endangering the public health.

### Competition Among Wholesalers.

The talk of a new wholesale establishment continues, but a wholesaler puts the case in a decidedly uncomplimentary way for those who are asking for more competition. He says that there is really more competition in the wholesale trade than ever before, as every big concern outside took Buffalo as a special stamp-

ing ground, the moment the Hubbard concern withdrew, and have kept the pace up ever since, so that actual competition is greater than ever before. Then, he adds, in a grim sort of way, that there are retailers who are asking for more stores just so that they can get more credit. Every new wholesale house means all the way up to \$1,000 more of possible credit. It is not the cash buyer who asks for a further division of the wholesale business. This sentiment may not be so very acceptable to the retail trade, but it should be borne in mind that it was directed wholly towards the members of it who are slow pay, and who really advance the cost of everything on account of their poor business methods.

### Chemist Hill Kept Busy.

City Chemist Hill is adding to his public and college duties these days by making assays of gold-bearing ore, which comes in from all parts of the country. Some assays made by him show a surprising degree of richness. He is now off on a somewhat extended vacation, as his work in the College of Pharmacy is light just now and can be safely left in the hands of assistants. The college has just concluded the examination of delinquents from last year and is pleased to find that all but two were able to throw off their conditions.

### Buffalo Notes.

The Chase drug store, at Ferry and Grant streets, has been sold to J. S. Greey, who owns another store in the vicinity and is said to be preparing to close one of them as soon as arrangements can be made.

The Parmlee Drug Co., of Norwich, filed articles of incorporation last week at Albany. The articles show the stockholders of the company to be Sidney E. Smith, Curtis E. Rathbun, Dr. A. E. Bradley and John B. Van Cleft. The directors for the first year are S. E. Smith, C. E. Rathbun and Dr. A. E. Bradley.

Venders of soda-water gas report that their trade has hardly been as good as it was last year. The season was long enough, but too cool for the most part. There are some large manufacturers here, but they complain of competition from the sellers of natural gas. There is any amount of this gas flowing from carboniferous rocks on Buffalo Plains, but it is not made any use of.

For a new concern, it appears that W. J. McCahill & Co. are selling a good many soda fountains. About as neat an all-onyx fountain as one often sees has lately been built for a Philadelphia establishment. It was about twelve feet long. City druggists say that this trade is drummed most persistently here by outsiders. Let it be known that some one is thinking of buying a fountain, and the whole manufacturing interest of the country will be represented on the spot by the next train.

The Buffalo College of Pharmacy holds its mid-session examination next week, and the students are already doing extra time preparing for it. This does not prevent them from taking full interest in the football game. They have beaten everything but an All-Buffero eleven that contains some crack players, and will try it out with them for the local championship next week and will also play Hobart College on Thanksgiving. On the 12th the entire University turned out to see "The Highwayman" at the Star Theatre, marching down from the University in a body, and presenting a fine appearance.

President Smither of the State Pharmaceutical Association delivered a long address on the 17th on election reform. He has been the victim of party manipulation of the caucus this year, but for which the chances are good that he would now be the mayor-elect of the city. As it was, the opposition candidate won, through popular disgust of the party machine. Mr. Smither retires from city office this year and can speak with full force of these things. He advocates making all nominations by direct vote and giving up the present caucus entirely. He is, perhaps, the most active reformer in the city, considering his great ability. The city believes in him and will accept his ideas very generally. It is the politicians who stand in the way.

## MASSACHUSETTS.

### A Magnificent Pharmacy.

BOSTON, Nov. 20.—On the 11th inst., Hall & Lyon opened a new store at Providence, R. I., which, from the standpoint of size and magnificence, cannot be paralleled in New England. It is located on Westminster street, and the entire six floors and basement are used by the firm. The exterior, which for the two lower stories is recessed, is of iron, giving an attractive entrance; the other four are of light buff brick with stone trimmings. Each floor is 100x24 feet. The store floor and entrance is of inlaid stone. The store proper is 16 feet high and is fitted in the renaissance style of architecture. It is lighted by 180 incandescent lamps fastened to the ceiling or clustered about the room. The fountain, which is of onyx, was furnished by Matthews, of New York. It is 31 feet long, and the top is of mahogany with French plate mirrors. This fountain is in three sections; one may be used for hot soda, another for cold, or alternately. The mahogany fixtures were made by C. H. Bangs of this city.

### A Novel Cigar Case.

The cigar department contains a novel feature. It consists of a cabinet of drawers, back of the cigar case, each being intended to hold a box of cigars. Each drawer has a key and any customer purchasing a box of cigars is given a key and permission to use one of the drawers. There is an open space at the rear of the case so that a pan of water at the bottom supplies sufficient moisture to keep the cigars in good condition. For those who prefer a dry smoke there is a tight-fitting strip at the back which may be used to exclude the moisture. In the rear of the store are several recessed aisles, thus giving in a comparatively small space many hundred feet of shelving for the storage of goods.

### A Convenient Arrangement.

Over the counter in the rear of the store is a raised shelf just above the heads of the clerks. It is used to hold rows of packages of preparations most in demand and so arranged that a clerk can supply a patron's wants without changing his position. The pneumatic cash system is employed. At the rear of the store and up half a flight is Mr. Lyon's office, also that of the advertising manager and the operator of the cash system. Here by a swinging window Mr. Lyon can observe the street floor and communicate with his assistants in other parts of the building, each floor being supplied with telephone and speaking tubes.

### A Unique Feature.

Something unique in the management of a retail store is that the public has access not only to the street floor, but to the two floors above; also a portion of the basement. There are two elevators, one a passenger, with an operator always in attendance, and the other for freight, running to the top of the building. There is also a dumb waiter for carrying prescriptions to the second floor and this convenience is also used for small stock. The prescription desk is a large enclosed space in the centre of the second floor. It is supplied with all of the modern conveniences and each clerk has a separate desk for writing. Space for the storage



of prescription stock is economized by the use of box drawers; a glance at the label on the outside of the drawer revealing the contents of the receptacle. On this floor absorbent cotton, antiseptic goods and a few pharmaceuticals are stored. Here also is the supply of photographic material with a dark room free to the public. There are trusses and like goods with a special room for fitting them. There is also space for goods for women with a female attendant. In the rear of this floor is a large room for the bookkeeper and his assistant.

#### A Bargain Department.

The next floor is the "snap" or "bargain room." On the opening day it contained a large stock of woven baskets. An Indian woman was demonstrating the making of these goods. In the front of this floor is a room for two of the assistants. In it there is a bath room with an enameled tub, set bowl and water closet.

In the front of the fourth floor there is a locked room for the storage of cigars, liquors and confectionery. The balance of this floor is for the storage of pharmaceuticals, patents, etc.

The fifth floor is devoted to the storage of goods in bulk, glassware and the like, and the floor above is to be used for laboratory purposes.

#### Supply Own Electric Power and Soda Water.

The building is lighted throughout by electricity, the power being supplied by the firm's own plant, located in the basement. It is also protected from fire by a sprinkler system to which there is fitted a tell-tale gong to give notice of a leak or of a fire. A large blower forces fresh air through the building. In the basement is the boiler for heating and power purposes. Over a ton of coal is consumed each day. There is also an automatic carbonating machine, the Ferry system being employed. A portion of the basement is used for the sale of teas and coffees and the balance is devoted to the storage of heavy stock.

On the opening day the store was prettily trimmed with potted plants and palms and it was visited by thousands of curiosity seekers and customers. So great was the crowd that two policemen were required to handle it and the sight-seers were well repaid for their trouble.

#### Oldest Boston Druggist Dead.

Dr. Patrick Morris, said to be the oldest druggist in the city, died at his home in South Boston, where he has resided for the past 40 years, on November 10. He was born in Ireland in 1828, and came to this city at the age of 19 and worked with Dr. Sharkey at the corner of Federal and Purchase streets. He succeeded to this business, and continued there until the great fire of 1872, when he moved to the corner of Kneeland and Federal streets. In 1884 he established a branch store at 1411 Washington street, and continued there in business until his death.

He took an active part in his early life in patriotic measures associated with Ireland, and was prominent in introducing Gen. Thomas Francis Meagher and the Hon. William Parsons of Ireland to the American public.

The recent loss of his wife weighed heavily upon him, and undoubtedly hastened his end.

He left three daughters and four sons: Dr. John G. Morris and Dr. George P.

Morris, of South Boston; Robert E. Morris, a druggist of Roxbury, and Charles H., at present in the junior class of Harvard College.

Dr. Morris was assaulted a short time ago at his drug store on Washington street, and this is considered to be the principal cause of his demise. The funeral was held at Gate of Heaven Church, November 13, and was attended by many friends of the deceased. The remains were interred in Calvary Cemetery.

#### Board of Pharmacy Busy.

The Board of Pharmacy is in the midst of several important hearings. Most of these are applications for renewals of certificates revoked for violation of the liquor law. It is the unwritten law of the Board not to recall certificates unless the holder has been convicted in court. Examinations were held on November 9, 10 and 11. Forty-three candidates appeared and 12 certificates were granted to the following:

Louis L. Schaltenbrand, Saxonville; Harry L. Hill, Salem; Dennis F. Rourke, Brookline; Virgil A. Rowe, Needham; Alfred M. Ferguson, Cliftondale; William A. Chaplain, Brockton; Charles W. Grossmith, East Boston; Eugene U. Giguere, Holyoke; Frank W. Robie, Lexington; Fred S. Chapman, Ashmont; Patrick J. Cuddye, South Boston, and James J. Keaney, Boston.

#### C. I. Hood Entertains.

C. I. Hood, of Lowell, entertained a large party of members of the Home Market Club and their guests at his farm near that city on November 11. The visitors were shown the fancy stock and given a luncheon.

#### Minor Happenings.

J. H. Oxward & Co., Beverly, have purchased H. L. Green's business.

Sherman Follonsbee, South Salem, succeeds Whipple & Mansfield, of Salem.

Eugene Crockett is to move into the store formerly occupied by Boothby & Lang, Lowell.

George B. Markoe now has charge of the laboratory of W. B. Hunt & Co., 707 Washington street.

C. H. Wigley has severed his connection with Connolly & Davis, Dorchester. Arthur Spaulding is his successor.

Delaney & Decker is the style of the firm of which President Decker, A. A., M. C. P., is a member. Their store is on the corner of Abbott and Cabot streets, Beverly.

The F. Metcalf Co., is to have new fixtures and soda fountain in the branch store at Copley square. On the day of the Harvard-Yale football game, the colors of both universities were displayed in the store.

Julian W. Baird, A.M., Ph.C., M.D., dean of the Massachusetts College of Pharmacy, and Professor of Analytical and Organic Chemistry, was married to Hattie Bell Ellinwood at Laconia, N. H., on October 25th.

The next meeting of the Boston Druggists' Association will be held at Young's Hotel, November 30th. Rev. A. A. Merle will speak on "Some Civic and Commercial Resemblances," and Gen. Curtis Guild, Jr. will follow with a talk on "The Real Militia."

After a warmly-contested political battle, Henry C. Hall, of Hall & Lyon, Waltham, has succeeded in beating his opponent in the preliminary skirmish for the Democratic nomination for Mayor of that city. Mr. Hall won handily in the caucuses, and unless something remarkable happens, will receive thirteen out of fifteen votes to be cast at the convention.

## PENNSYLVANIA.

### Founder of Pennsylvania College of Pharmacy Dead.

Dr. Martin Roche, president of the Pennsylvania College of Pharmacy, died on the 15th of November at the University Hospital, Philadelphia, of apoplexy. Dr. Roche was born in Philadelphia on March 10, 1826. His father was a professor of mathematics in the United States Navy and started Roche's Commercial College, at Eighth and Walnut streets, in which he had the assistance of his son, who, at the same time, pursued his medical studies at the University of Pennsylvania, graduating from that institution in 1852. He engaged in the active practice of medicine only a short time. His natural inclination was toward educational work, and he founded the Polytechnic University at the southwest corner of Eleventh and Chestnut streets, teaching engineering, navigation, astronomy, surveying and similar branches. In 1871 the Pennsylvania College of Pharmacy was incorporated, with Dr. Roche as president, and soon after both schools were moved to Twelfth and Spring Garden streets, their present location.

At one time the Pennsylvania College of Pharmacy did a fairly good business, and it is said that one year 36 students graduated, though that was prior to the inauguration of the State Board of Pharmacy. This event seemed to have put a stop to the advancement of this college.

#### News Happenings in the Quaker State.

W. J. Jenks, 4043 Market street, who has been slightly indisposed, is now able to resume business.

The Progressive Pharmacy, which was formerly at 734 South Seventh street, has removed to 739.

J. H. Taylor has opened a new store at Fourth and Tasker streets, which he has fitted up in a fine and substantial manner.

Frank Morse, who for some time past has conducted the drug store at Twenty-second and Christian streets, has parted with it.

Mr. Fleming has bought the drug store at Eighth and Vine streets which was formerly conducted by Roidot, who recently died.

Wm. McDaniels, Jr., the local representative of Keasby & Mattison, who has been sick for some time, is now able to look after his trade.

George W. Burk has returned from a trip to the old homestead at Flemington, N. J., where his mother is sick, but is now slowly recovering.

George Blinkhorn, who some years ago was associated with the old Jacoby store at Tenth and Chestnut streets, has bought the store at 242 South Forty-seventh street.

Druggist Dannenhauer, who operates a store at Sixth and Jefferson streets, created considerable attention by a fine display of chrysanthemums he had in his window last week.

A. H. Mohl has succeeded E. L. Redding at Second and Federal streets. Mr. Mohl was formerly a clerk, and will make a number of improvements and alterations to the store.

Mr. and Mrs. Freshell, of 3526 Haverford street, have returned from their wedding trip that included the northern part of New York State, Niagara Falls, Canada and the Adirondacks.

J. J. Keenan has bought and fitted out a new drug store at Seventeenth and Ritner streets. The fixtures are unique; the store is commodious and is considered a splendid place for a good business.

John Fleming, of Shippensburg, of the firm of J. C. Altick & Co., was in this city recently attending a meeting of the encampment of the I. O. O. F. Mr. Fleming is Grand Junior Warden and well up in Odd Fellowship.

## OHIO.

## Cincinnati.

A special meeting of the Board of Directors of the Cincinnati Academy of Pharmacy was called for Monday, October 17th, at the residence of Theodore D. Wetterstroem, and was called to order by Chairman A. Wetterstroem. Those present were President A. DeLang, A. Wetterstroem, Robert Groenlund, William F. Schell, William F. Knemoeller, Otto Lippert, Theodore D. Wetterstroem, Frank H. Freericks and Martin Dods-worth. It had been deemed advisable to call a meeting of the Board to consider the report of the Committee on Formulas. The committee's report embodied a reply from the Academy of Medicine relating to favorable action taken by that society in endorsing the formulas and preparations of the National Formulary, as presented by the Academy of Pharmacy, together with a request for three hundred and fifty copies of the "Epitome," to be published by the Academy of Pharmacy, Dr. Schenck, the secretary of the Academy of Medicine, having been instructed to send a copy, together with a circular letter, to each member of the Academy of Medicine when they are furnished to him. It was also kindly advised to give a list of the members of the Academy of Pharmacy in the preface of the "Epitome," for reference by the physician. This would seem to indicate that the pharmacists who are members of the academy will derive special recognition at the hands of the medical profession of the city. After receiving the report of the committee, the Board considered various plans for publishing the "Epitome," and how to obtain the necessary funds. A lengthy discussion of the matter finally ended by deciding on motion to ask the members of the academy to bear a pro rata assessment of the expense, amounting for each member to two and not exceeding three dollars. This would cover the total expense for a thousand copies of a neat leather-bound book, a sufficient number to distribute among all the members of the medical profession of the city, leaving a surplus for the members of the Academy. The Board then passed a resolution under which only such as subscribe to this guarantee fund, and who are in good standing, will have their names appear in the preface, the secretary being so instructed to notify the members.

After disposing of the "Epitome" question, the Board heard the report of the Committee on Speakers, they having received an invitation to visit the plant of the Proctor & Gamble Company at Ivorydale, to inspect the making of soap and glycerin on a large scale. This being one of the largest concerns in the country, a desire for viewing it was accepted. The date for the visit was fixed for Tuesday, November 16th. After the visit to the Ivorydale plant the members of the Academy went to Greer's Garden, where a lunch was served. The day was thoroughly enjoyed by all the visitors.

## Heard on the Street.

Ed. Gray has recovered from an attack of rheumatism.

Louis Hesiter has returned from a pleasant trip through the West.

A. C. Hill has purchased the store of A. Koch & Company, at Third street and Central avenue.

William Schmidter, of Linn and Findlay streets, is studying medicine at the Miami College.

Dr. J. C. Otis was elected to the Legislature. He may introduce a bill to amend the pure food laws.

The drug store of Dr. D. E. Thomas at Center, Indiana, was destroyed by fire on October 20th. Incendiarism is suspected.

George Chambers has removed his drug store from Washington C. H. to Dayton, O. He has one of the neatest stores in the Gem City.

George Varden, of Paris, Ky., has been up on the Cumberland river for the past two weeks hunting and fishing. He is having a good time.

John J. Hagan, formerly of the Richmond Drug Company, of Richmond, Ky., has bought out Dr. Bryant, of Corbin, Ky. John will succeed.

Fire destroyed the drug store of J. B. Walker at Williamsburg, O., on October 30th. Mr. Walker's residence was also burned to the ground.

Luxon Brothers have opened a fashionable pharmacy on Broadway, in Lexington, Ky. Wilus Luxon, one of the firm, was in the city last week.

James H. Reed, a popular druggist, of Lexington, Ky., was married in Covington, Ky., last week to Miss Josephine R. Moberly. 'Twas quite a surprise.

J. O. Arnold has purchased the drug store of S. K. White at Waynesville, O. Mr. Arnold has long been identified with the drug trade, and has a host of friends who wish him every success in his new venture.

## Registered by the Ohio Board.

The following is a list of successful candidates for registration before the Ohio State Board of Pharmacy at the last meeting in Cleveland:

Pharmacists—Wm. B. McKee, Arthur M. Lyon, M. A. Rathburn, Harry D. Vail, F. B. Black, Edw. E. Robinson, Wm. M. Wiebold, Irvine W. Beck, Halley F. Shields, C. P. Mercer, Oliver F. Keller, A. J. Peck, C. H. Stone, Mortimer T. Wooster, G. H. Sudhoff, Ed. F. Hellwig, Louis Rademacher, Elmer E. Eagan, Aug. E. Smith, Harry Sobey, E. T. Conwell, Wm. E. Juday, Alf. T. Sobey, Alex S. White. Assistant Pharmacists—F. H. Sigle, S. V. Stewart, F. R. Byard, C. H. Pixley, Harry E. Shafer, M. S. Evans, J. A. Marshall, W. S. Grossman, F. W. McMillen, E. J. Clark, H. A. Klussman, Wilber Mohler, F. P. Krieling, E. Hablesreither, M. E. Mourey.

## ANOTHER DRUG SENSATION IN OHIO.

## Commissioner Blackburn Accused of Meddling.

Proprietaries Containing Poison Cannot Be Sold in Ohio Under the Musgrove Law Without a Poison Label—Government by Doctors It Is Called.

The Ohio Pure Food Commissioners instituted suit on Thursday, November 18th, against Walding, Kinnan & Marvin and Milner & Co., of Toledo, on the charge of selling Scott's Emulsion, Ayres' Cherry Pectoral, Bromidia, Wheeler's Nerve Vitalizer and Agnew's Catarrh Powder without having first labeled each and all of these preparations "Poison," as required by the Musgrove law. Commissioner Blackburn claims to have discovered, through his chemists, the presence in Scott's Emulsion and Ayres' Cherry Pectoral of morphine. Chloral was discovered in Bromidia and Wheeler's Nerve Vitalizer, and Agnew's Catarrh Powder was claimed to contain cocaine. The cases will be tried on December 2. The fallacy of the charge against Scott's Emulsion must be apparent to the whole trade. It is only equalled by its absurdity and scarcely needed a denial from the makers to make public the fact that the analysts who claimed to find morphine, if they really did find it, were imposed upon by those who laid the plot, and who had possibly made unwitting tools of persons in the trade as well as on the commission.

## ILLINOIS.

## Still Waging War on Department Stores.

CHICAGO, Nov. 17.—Mayor Harrison and the aldermen have declared war on the department stores, on account of bridges which have been built as a connection between the buildings and the structure of the elevated railways. The Union loop track over which all the elevated trains run has only lately been completed. It runs through the down-town district and passes close to some of the department stores. Trains were no sooner running than the managers began the construction of walks which bridged the intervening space and gave the passengers an opportunity to purchase goods without descending to the street. The retailers who have watched the department stores thrive while they suffered, registered vigorous protests, with the result that Mayor Harrison acted promptly. "I don't propose to have our streets turned into tunnels, if I can help it," said Mayor Harrison. The Corporation Counsel has been asked to define the Mayor's power in this direction. It is said that there are a large number of department store men who are anxious to build these bridges, and that the city streets may hereafter have two levels. As Chicago's sidewalks are overcrowded, this change is not impossible.

## Verdict for Mrs. Van Schaack.

Mrs. Florence Palmer Van Schaack, who sued Peter Van Schaack for alienation of her husband's affections, has secured a verdict of \$65,000. Mr. Van Schaack, who is a wealthy wholesale druggist here, declares that no collection can be made on this score in Illinois, as the case now stands, and that he will fight any move that may be made in this State. Mr. Van Schaack made no defense in the New York suit. He says that the young woman in the case is going on the stage and is seeking advertisement. The trouble grew out of the objection of Mr. Van Schaack to the marriage of his son, John C., and the resulting friction among members of the family.

## The Bowling Club Score.

The two medals or prizes given by the Chicago Drug Trade Bowling Club for the highest score and the highest average are gems of art; the one won by Dr. A. Bauer, for the highest score, is of ebony and gold, and represents a miniature score-board; the other, won by Geo. R. Baker, for the highest average, represents a wheel, the spokes being of tenpins and the hub a ball used in bowling. Both pins are to be worn until someone makes a higher score or average. The score at the last game was as follows: Antrim, 160, 158; Armstrong, 170, 122; Baker, 160, 179; Bauer, 135, 193; Delbridge, 142, 147; Matthes, 174, 129; Medbery, 164, 133; Pierson, 160, 137; Snow, 132, 153; Stanbury, 164, 170; Storer, 133, 118; Waldron, 175, 152.

## Notes of Interest to Chicago Druggists.

George Pawley, of Forest, Ill., has sold out to Pawley and Bozell.

August Merz has purchased the business of Jennie E. Bell, at 4700 State street.

Theodore Moratz, of Bloomington, has put in a very handsome set of antique oak fixtures which were put in for him by Alexander H. Revell & Co., of Chicago.

The Columbia Chemical Company at Marshalltown, Ia., has gone out of business.

F. McIntosh, of Blackstone, Ill., died recently. His widow is to continue the business.

W. E. Lindsey & Co., of Danville, Ill., have been succeeded by Lindsey, White & Co.

Fink & Chewing, of Bloomington, have dissolved partnership, and have been succeeded by Funk & Shorthose.

M. E. Blazer & Co., of Jolley, Ia., have dissolved. The business will hereafter be conducted by F. E. Freeman.

Geo. Karg has purchased from Albert Goetz the La Plaza Pharmacy at the corner of North avenue and Clark streets.

A. M. Fairchild, of Marinette, Wis., has been succeeded by the Fairchild Drug Company, and he has become manager of the new concern.

James Johnson, of Belle Flower, McLean County, Ill., is dead, and as he left no heirs his estate will go to the State as soon as the stock is sold.

Wm. R. Warner, Jr., of Philadelphia, has been in Chicago during the past week conferring with Manager Remick, and mapping out the work for '98.

R. F. Bradford, postmaster and leading druggist of Pontiac, Ill., called on Sharp & Dohme, Morrisson, Plummer & Co., this week and left large orders.

Nellie Webster Babcock, daughter of C. E. Babcock, of Morrisson, Plummer & Co., was married to W. H. Archdeacon at Indianapolis, November 10.

The State Board of Pharmacy is in session at Chicago. One hundred and twenty young men are taking the examinations in the hopes that they may become registered.

"Clemens Victor Kirchner, Born November 14th, weight 8½ pounds," reads the cards sent out by Mr. and Mrs. Gustave Kirchner, this week. Mr. Kirchner still dispenses the health-giving material at Arends' drug store, but wears a bright new smile.

At the meeting of the Chicago Drug Trade Bowling Club, November 12th, the following scores were piled up: Baker, 351; Bauer, 287; Blocki, 311; Fechter, 289; Malthes, 281; Matthews, 334; Pierson, 276; Snow, 254; Stanbury, 294; Storer, 263; Waldron, 305.

Judge A. M. Barnett, of Lewiston, Ill., is critically ill as the result of a peculiar case of poisoning. Arising during the night and feeling hungry, he ate heartily of a mince pie that was on the table. He was soon seized with severe pains and on awakening his wife, found that rat poison had been put in the pie.

### New Stores and Changes.

Among the other new drug firms and recent changes in old establishments are the following: A dissolution in the partnership of Matthews & Guernsey at Bloomfield, Ia., J. J. Guernsey continuing; F. Z. Sherwood has sold his stock at Faribault, Minn., to a Minneapolis party; Bert Zimmerman, of Spencer, S. D., has sold his interest to J. J. Myles; Emil J. Anderson has opened a store at Hector, Minn., and J. J. Greaves one at Glencoe, Minn.; Dr. Tictin will build a drug store at Maynard, N. D.; Dr. S. J. Townsend is fitting up a drug store for K. C. Latta at Payton, Ia.; Farrand Bros. and Patterson are new druggists at Sumner, Ia.; John Baum will start at Monticello, Ia.; Glendon J. Smith & Co., have purchased the H. F. Koth & Co. stock at Riceville, Ia.; Mr. Lorch has bought Dr. Martindale's stock at Hixton, Wis.; Arthur Willis, of Perry, Ia., has sold his drug interest to Frank Willis; Mr. Winans, of Nevada, Ia., has bought the Olinger drug store; J. C. Hassels has assumed control of the Bowen drug stock; E. H. Graves has sold his store at Gilbert, Ia., and purchased the drug stock of A. G. Anderson at Ogden, Ia.; Dr. J. B. Puckett has closed out his drug store at Runnells, Ia.; C. N. Drake, a Kimball, N. D., druggist, has bought an interest with Ferris, Martin & Co., at Howard, S. D.; Joseph Gray has opened a new store at Castalia, S. D.; F. H. McBride, at Devil's Lake, N. D.; Harris & Erickson at Towner, N. D.; Fairchild Drug Co. at Marinette, Wis.; Joseph H. Sweeney at Colman, S. D.; A. C. Smith at Eagle Grove, Ia.; L. S. Boyer at Odessa, Minn.; Cantwell & Carson, of Maquoketa, Ia., have sold their stock to J. H. Brown & Co.; Ernest H. Fellows has closed out the "City Drug Store," of Cambridge, Ia., to Anfin, Apland & Co.; W. N. Murphy has purchased

the stock of Dr. Lea Murphy at Monticello, Minn.; John A. Barry has bought the Aldridge drug store in Farley, Ia.; Dr. Ritter of Wellman, Ia., has sold his drug store to Mr. Hochstetter; Needham & Percy have opened the "People's Pharmacy" at Wheatland, S. D.; F. A. Groezinger has sold his drug store to H. L. Patridge at La Crosse, Wis., and purchased that of R. L. Spence at Tomah, Wis.; J. H. Foley & Son, of Renwick, Ia., have sold out to C. Fahrion & Co.; A. B. Calkins has entered into partnership with A. Kempf at Monticello, Ia.; G. A. Pruitt has sold his store at Blanchard, Ia.; Chas.

Saunders and L. A. Hoffmire succeed the Eagle drug store at Grantsburg, Wis.; Nelson & Temple, of Minneapolis, engage in business at Elbow Lake, Minn.; G. W. Froston opens a store at Gayville, S. D.; Louis Wimans buys a stock of drugs at Slater, Ia.; J. B. Craft has purchased the Coveny Bros.' stock at Belle Plaine, Ia.; Dr. Steele will start a store at Fairmount, N. D.; Lewis P. Winans has obtained the stock of the Funson Drug Co. at Slater, Ia.; J. W. Gray and Mr. Brady have formed a partnership at Castalia, S. D.; F. T. McFarland has opened up at Murdock, Minn.



## Review of the Wholesale Drug Market.

NEW YORK, NOVEMBER 23, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

THE usual holiday dullness appears to have settled on the drug and chemical markets. The demand during the interval has been of an irregular character and buying for speculative account is the exception. Interior dealers are pursuing a cautious policy with regard to purchases, current necessities alone being covered, and this course will probably be pursued until annual inventories are taken and the new campaign is entered upon. Importers and jobbers speak in hopeful terms of the outlook for future business and refer to the hardening tendency noted in a number of staple drugs. Roots and imported herbs continue firm in view of increased cost in the foreign market. While there is some weakness to be noted in a few staple articles, the indications are that the year will close upon a generally firm market. This view gains support from the fact that the statistical position of most lines is in favor of the holding interest, and the evident disinclination to force stocks in excess of actual requirements.

### DRUGS.

Alcohol continues slightly irregular in view of active competition among producers; the current demand is being met at \$2.29 to \$2.31 as to quantity.

Balsam Copaiba has been without new feature of consequence during the interval, but there is no urgency to realize on the part of holders and Central American sales were at 36c. to 38c., Para 40c. to 45c.

Balsam Fir, Canada, continues firm at the previous range in view of scarcity. A fair jobbing business is reported. Advanced to \$1.85 to \$1.90.

Balsam Peru is given little considera-

tion at the moment; jobbing sales are making at \$1.90 to \$1.95.

Buchu Leaves, short, are held at 18c. to 22c.

Cacao Butter is weaker in view of slight pressure to realize; jobbing sales of bulk at 26½c. to 27½c. as to quality and quantity.

Cassia Buds remain quiet, but the market is steady, with 25c. to 26c. asked.

Cocaine Muriate has been advanced twice since our last and is now firmly held on the basis of \$3 to \$3.20, with orders taken sparingly by the manufacturers.

Codeine is higher, manufacturers having advanced the range 20c., with \$3.95 now quoted for bulk.

Cod Liver Oil is meeting with the usual seasonable demand and prices continue very firm. Prime oil is quoted \$23 to \$26 for Norwegian. The firm position of the article is due not so much to increased demand in this market as to the improvement in the position of the article at primary points.

Cubeb Berries show a hardening tendency and values are higher in the foreign market, though prices here are nominally unchanged. Recent transactions were at the range of 6c. to 8c. for ordinary and 8c. to 9c. for XX.

Ergot continues quoted very firmly in the primary market, and import cost is now about 18c. to 19c. for Russian, and 25c. for Spanish. Spot stock is as last quoted.

Morphine continues held firm in view of the improved position of opium, but prices are without quotable change.

Opium is seemingly in stronger position and firmer. Sellers' views have been strengthened materially during the interval by the stronger tone of foreign advices and the fact that the larger portion of the cheap lots in this market has been taken up. Cases are not now offered below \$2.70, while broken packages are held at

shade higher, or say \$2.72½ to \$2.75. Powdered is steady at \$2.40 to \$2.60.

*Quinine* maintains its firm position and values are as last quoted, though there is seemingly some pressure to realize on the part of some holders, without, however, affecting the quoted range of prices, which remains the same from manufacturers and outside operators at say 28c. to 30c. for 100-ounce tins.

*Senna* continues to offer at 10c. to 16c., and 6c. to 12c. for Alexandria and Tinnevely respectively. The tone of the market for both grades is firm.

*Tonka* and *Vanilla Beans* show no change either as regards price or demand.

#### DYESTUFFS.

*Aniline Salts* continues in demand, and firm with sales on the spot at 16½ to 17½c. as to quantity.

*Gambier* is less actively inquired for, the current distribution being for consumptive purposes almost altogether. Purchases ex-store and steam are making at 2.85c. to 2.75c. respectively.

*Sumac*, Sicily, has been actively inquired for, and the sales have been at \$43 to \$47.50.

#### CHEMICALS.

*Arsenic*, red, continues very firm in view of the prevailing scarcity. Saxony is held at 6½c. to 7½c., and Silesian 7c. to 7½c. White is firmer in foreign markets, but values here are unchanged.

*Brimstone*, crude, is unsettled. Unmixed seconds generally quoted \$20.75, but supplies are not offered freely.

*Blue Vitriol* is without special change, sales at 3½c. to 4c.

*Chlorate Potash* is held with a fair show of steadiness and selling in moderate quantities at 9½c. to 9¾c. for crystals and 9¾c. to 9¾c. for powdered.

*Citric Acid* offers more freely from outside holders, but manufacturers still quote the change at 33c. to 33½c. for barrels and kegs.

*Cream Tartar* is held without change from the manufacturers, who quote 24½c. to 24¾c. for both crystals and powdered.

*Formaldehyde* has been added to the Roessler and Hasslacher Chemical Co.'s price list. It is put up in five, ten and twenty-five kilo demijohns and listed at 30c. per pound.

*Quicksilver* continues held, and selling at the previous range of, say, 51c. to 52c.

*Tartaric Acid* is offered lower from the hands of some outside holders, but manufacturers' prices remain as previously quoted.

#### ESSENTIAL OILS.

*Anise* has weakened in the interval despite the various rumors of a further expected appreciation in value. Reports from Russia, where the best anise is produced, indicate a short crop, but this market remains apparently unaffected. A decline of 30c. shortly after our preceding report was published brings the range of this market down to \$1.80 to \$1.85.

*Bergamot* continues slightly unsettled and lower prices are anticipated with the appearance in this market of new crop oil. The open quotation of the market is \$1.75 to \$2, though upon firm bids for quantities less would be accepted.

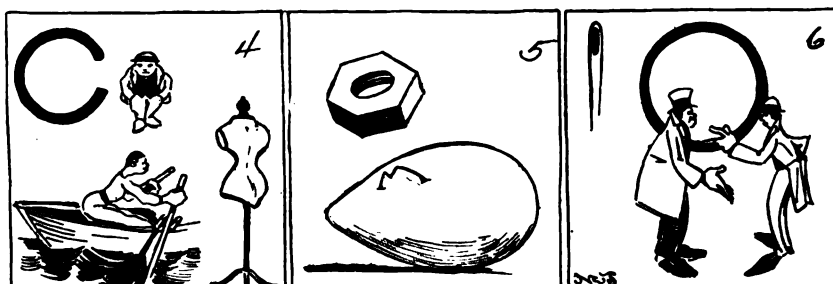
*Clove* continues in good demand and firm, with the prospects of a near ap-



A NUMBER of correspondents have made inquiries regarding the date of the close of the Pharmaceutical Puzzle Picture competition. One subscriber in Canada makes the point, that, under the present rules of the contest, would-be competitors living at a distance are debarred from a chance in the competition. Another subscriber asks [if it] is necessary for participants in the contest to mail their solutions of the puzzle immediately after the publication of each series or at the close of the fourth series. To all these inquirers we would say that translations of the puzzle will be received at any time during the publication of the installments of the whole series, and after the publication of the last set of pictures in the contest, sufficient time will be allowed subscribers living in distant parts to participate in the contest. The award of prizes will be determined according to the accuracy and ingenuity of the solutions received. The first prize will be awarded to the subscriber who sends in the best solutions of the four sets of picture puzzles in the shortest time. The second and third prizes will be awarded to those who are rated next in order with regard to accuracy, ingenuity and promptness of solution.

### SECOND SERIES.—No. 2.

Competition Open to Subscribers Only.



THE next two numbers of the AMERICAN DRUGGIST will contain companion pictures to the one shown here. Prizes of books to the value of \$5, \$3 and \$2 will be awarded to the subscribers who are the first to mail the best solutions of the complete series, the first of which appeared in our issue of November 10.

The competition is open only to those whose subscriptions are paid up to date, or who, when sending in answers, remit the amount due on their subscriptions. By looking at the wrapper on his paper each subscriber can see the date to which his subscription is paid.

Address all answers to,

Puzzle Editor, AMERICAN DRUGGIST, 66 West Broadway, New York.

preciation in value; best brands quoted 47½c. to 50c.

*Lemon* has not been inquired for to any extent during the interval and prices are less firm, though prime in coppers does not offer below 85c.

*Lemongrass* is offered with some reserve at \$1.10, with \$1.15 to \$1.20 the common quotation.

*Orange* is finding steady sale at \$1.50 to \$1.60.

*Peppermint* sells very slowly, notwithstanding present low prices. Western in tins quoted 90c. to 95c. Wayne County \$1.05 to \$1.25 and H. G. H. \$1.35 to \$1.45.

Heinrich Haensel's quarterly report on

essential oils and fruit essences has just been received. The higher tendency of prices on many essential oils is noted. The prediction is made that anise oil will shortly advance in price and he advises his customers not to miss the present opportunity of cheap prices to stock against all emergencies. A rise in price of Juniper Berry oil is in prospect, according to Mr. Haensel, as both in Germany and Austria-Hungary there has been an almost complete failure of the crop.

#### GUMS.

*Aloes*, Curacao, are maintained at 2½c. to 3c. and a moderate business in a jobbing way is reported at this range.



*Arabic* continues firm in view of the difficulties in securing supplies from primary sources. Trouble has again broken out in Soudan and transportation of supplies is subject to great delay. We quote the market unchanged.

*Camphor* is without change of consequence, either as regards price or demand. The general line of druggists' gums remains without change of consequence and only a moderate jobbing movement is reported.

#### ROOTS.

An advancing tendency is noted in the general line of imported roots and herbs, but no actual price changes are yet to be noted.

*Aconite*, German, continues to job at 9c. to 10c.

*Belladonna* in a small way is realizing 12c. to 13c.

*Calamus* is unchanged from 6½c. to 7c. for ordinary and 20c. to 24c. for bleached.

*Digitalis* costs about 9c. to import and doggrass about 5½c. net.

*Gentian* is held at 6½c. to 6¾c., with moderate sales within the range.

*Ipecac* is in greatly improved condition, with \$1.75 named as inside price for prime quality on the spot.

*Mandrake* is in less urgent demand and 6c. is the common quotation.

#### SEEDS.

Prices remain steady for nearly all varieties and the condition of the market is unchanged.

### The North Dakota Board.

The North Dakota board is composed of H. L. Haussamen, of Grafton; H. E. White of Jamestown, and W. S. Parker, of Lisbon. The full board was present at the meeting held at Fargo, November 9th and 10th.

Out of a class of twenty-one candidates eleven passed satisfactory examinations, as follows: Walter Master, Willow City; John A. Trainer, Grand Forks; H. S. Mankman, Hamilton; Herbert Petty, Abercrombie; J. Feckler, Wimbledon; L. M. Arenson, Grand Forks; Fred. A. Wilson, Wales; F. M. Cull, Milton; Charles Langdale, Fargo; C. A. Daily, Lakota; Robert E. Cuffe, Olga.

The board will meet again the second Tuesday in March.

### The Arkansas Board.

The regular meeting of the Arkansas Board of Pharmacy was held in the city of Little Rock on Friday, November 12th. Dr. John B. Bond, president, and J. M. Colburn were present; R. B. King, E. F. Klein and W. W. Kerr, secretary, were absent.

There not being a quorum present, it was decided to take the examination of the applicants and submit to the absent members for their action. There were ten applicants for registration, of which number the following five were successful, viz.: S. J. T. Davis and W. C. Rainbow, Pine Bluff; Wm. T. McClanahan, Fayetteville; A. E. Ferguson, Texarkana, and E. H. Abington, M. D., Beebe.

The next meeting will be held in Little Rock on Friday, May 13, 1898. This will be the day following the adjournment of the annual meeting of the State Association, which is fixed for Tuesday, 10th.

## IN THE NORTHWEST.

### Minneapolis and St. Paul.

NOVEMBER 15, 1897.

With the wholesale druggists in the Twin Cities the past two months it has been more of a question of filling orders than of getting them. Since last April the drug business has been on the increase and there are no signs of falling off. Orders for holiday goods, including druggists' sundries, which were placed last summer, are being delivered now. While the drug trade is not affected by hard times as badly as many other lines of business, it suffers considerably, especially in the sundry department. But the conditions throughout the country districts are so favorable that retail druggists are laying in good supplies for the winter trade, and consequently the wholesale trade is rushed. The prices on imported sundries and some drugs and chemicals were raised in anticipation of the tariff bill, but this has had little effect on the demand. Collections are being made very satisfactorily, much better than for several years.

#### The News Tensely Told.

Chris. E. Haugan, a Minneapolis druggist, has been appointed postmaster of sub-station No. 1.

J. C. Eliel, of the Lyman-Eliel Drug Co., Minneapolis, has been transacting business at Albert Lea, Minn.

The Crocker-Thompson Drug Company's store, in Minneapolis, was burglarized a few nights ago, and a small sum taken from the cash drawer and about \$25 worth of stock.

Theodore Esterly, a druggist, of Minneapolis, was on trial in the district court for throwing acid at a Miss Henk and her mother. He denied the charge, stating that the women had scarred their necks and saturated their clothes with acid. Evidently the motive is blackmail.

The State Examiners have granted certificates to R. J. Messing and E. T. McKechnie, of St. Paul; Ernest W. Rebstock, Hutchinson; Jas. J. Remer, New Prague, as pharmacists, and Carl H. Laack, Rochester, and J. Elmer Davies, Mankato, as "assistants."

#### Some Legal Complications.

C. G. Meredith, of Bath, S. D., was compelled to close out his drug business. The State Board of Pharmacy had ordered him to make this move, as he was without a license.

The Minnesota Pharmaceutical Board has been served with papers directing it to issue certificates of registration to Jerrold S. Whitcomb and Frank W. Hanson or show cause why these certificates should not be issued. The case has been continued to January 15th.

A. S. Mitchell, State Chemist of Wisconsin, has issued a statement warning druggists in regard to violation of the State law relating to handling pure drugs. The co-operation of the druggists is asked for to raise the standard of the quality of goods, as would result if the law is strictly adhered to.

James S. Galloway, a druggist of Butte, Montana, was arrested for violating the law governing the sale of drugs. The other druggists in the city claim that he is permitting a person not a registered pharmacist and not under the supervision of one, to compound prescriptions. The druggist pleaded not guilty and was released on his own recognizance.

A novel damage suit has been decided at La Crosse, Wis., in the justice court. A dog was crawling between an oil cask and a partition in a drug store. The space was very narrow, and it is supposed that in crowding his body through, the dog turned the faucet on the cask, for all the oil ran out on the floor. As the dog was found behind the barrel, the druggist sued the owner for damages. The court awarded the plaintiff \$28.

#### Drug Store Changes.

Dr. Guthrie will open a drug store at Frederika, Ia., shortly.

R. W. Bauman is erecting a new building for his drug store at Belmond, Ia.

J. C. Krueger, of Morris, Minn., is having his drug store enlarged and remodeled.

Dr. Bissell, of Hills, Minn., has closed his drug store and rented the building.

Sullivan & Johnson have moved into a handsome new drug store at Valley City, N. D.

Roberts & Co., druggists at Le Mars, Ia., suffered a loss of \$1,000 by fire, October 20th.

The Hoscheid Drug Co. has moved into the modern Armstrong block, just completed at St. James, Minn.

A. O. Rowe and Miss Lela M. Barnes were married at Garner, Ia., October 27th. The groom is a druggist at Elkhart, Ind.

J. F. Beppler, the pharmacist in Nichols' drug store at Sioux City, Ia., was married to Miss Anna W. Hazen, on the 27th of last month.

Rygh & Johnson have formed a partnership to sell drugs at the Christenson drug store, which they have purchased in Fergus Falls, Minn.

Matt J. Johnson, whose store was destroyed by fire at Superior, Wis., has opened up a stock of drugs in the Ritchie block in that city.

O. C. Amundson and Dr. C. E. Birney have bought out the drug store of Dr. C. E. Birney & Co. and are renovating it, at Estherville, Ia.

The sale of the McBride Drug Co.'s stock at Des Moines, Ia., has been effected for a consideration of \$800, paid by the McCurnin Drug Co.

Geo. Teed, Jr., a Webster City, Ia., druggist, was married to Miss Laura Buell October 21st, both being prominent young people in Webster City.

Miss Maud Hinchman, daughter of Mr. Hinchman, the leading druggist of Red Oak, Ia., was united in marriage to Dr. Frank Schadel, last week.

The proprietors of the drug stores at Deadwood, S. D., have agreed to close their stores on Sunday afternoons between 12 m., and 6 p. m., and to close at 9 o'clock every evening.

#### A Chapter of Accidents.

A son of A. H. Kneeland, a druggist of Galesville, Wis., put up a bottle of iodine and labeled it "For internal use." As a result, a young lady almost lost her life. Young Kneeland was arrested and brought before the Circuit Judge, but the case was postponed.

S. L. Harris, a druggist of Oakes, N. D., met with a peculiar accident while filling a prescription. A bottle of compound amyl standing in the case suddenly exploded, breaking all the glass and bottles in its vicinity. It was hermetically sealed and had been in the store for over a year.

The stock of fireworks which William Flath, the druggist at St. Thomas, N. D., had left over from last season, became ignited in some mysterious manner a few days ago, and exploded all over the store. The rapid explosions created almost a panic among the customers, and several pails of water were required to put out the fire and quiet the nerves of those in the vicinity.

Just as startling, but not so ludicrous, was the fire caused by an explosion in the drug store of Dornan & Westveer at Lake City, Ia. Mr. Dornan carelessly scratched a match near a barrel of explosive material, and the barrel promptly ascended through the ceiling. Mr. Westveer saved his partner's life by promptly throwing water on the fire scattered about him. The stock was considerably damaged by the explosion and the water which the fire department found necessary to use. One hundred dollars will cover the loss, but Mr. Dornan is badly burned about the face and hands, and it will be some time before he recovers.

### Registered by the Colorado Board.

At a recent meeting of the State Board of Pharmacy there were twenty-four applicants; fourteen passed a successful examination and were declared registered pharmacists. The successful ones are as follows: W. E. Andrews, La Junta; W. P. Beckford, Denver; P. W. Barritt, Denver; D. Y. Butcher, Colorado Springs; P. H. Cullen, Leadville; W. M. Davis, Montrose; G. B. Gallup, Guffey; Fred Harrington, Denver; J. D. Malcomb, Denver; E. D. McArthur, Leadville; J. A. McGoe, Denver; F. M. Sigler, Denver; C. D. Wells, Pueblo, and J. A. Waltmire, Lamar.

### AGITATING FOR AN ADVANCE.

#### Druggists' Rubber Sundries Too Cheap, Say Manufacturers.

*The India Rubber World*, of New York, the organ of the druggists' rubber sundries manufacturers, publishes in its October number the following review of the meeting of manufacturers, held in this city on September 10th, and reported exclusively in the *AMERICAN DRUGGIST* of September 25th: Whether or not the movement lately inaugurated with a meeting of druggists' sundries manufacturers should result in a permanent organization for mutual advantage, it is certain that the members of the trade are agreed that some change is needed in the conditions under which they have been doing business for the last few years. Two facts which they have constantly to face are (1) the steady and continued rise in the price of crude rubber—which constitutes a larger element in the costs of druggists' sundries than in many other lines of rubber goods—and (2) a decline in the selling price of their goods, even more marked than the rise in raw material. With regard to rubber, the manufacturer may always derive some comfort from the thought that when the cost goes up it must some day come down again. But it is different with the prices of manufactured goods.

#### ELASTIC BANDS TOO CHEAP.

"A good illustration of the decline in the prices realized for our goods," said one leader in the trade, "is afforded by elastic bands. I mention these because druggists handle them to a certain extent, and because it is necessary to make bands of pure rubber—with the exception of the small percentage of sulphur essential to vulcanization. Four years ago we were selling elastic bands in bulk at \$1.65 a pound, which we considered a cut-price, having obtained only a few years before from \$2 to \$2.50 a pound for the same goods. Now what do we see? A large concern in the druggists' sundries trade, and one which is striving for first position in that trade, has succeeded year after year in getting contracts for supplying elastic bands to certain government departments at Washington. Their bid this year was \$1.15 a pound for bands packed in half-pound boxes. Now, it may be said that this low price was named with the idea of getting an advertisement out of the fact that the firm have contracts with the government. It is evidence of the good quality of their goods.

"But it is an expensive sort of advertisement. These figures soon become known in the trade, and do you suppose that a

stationer—whose purchases may amount to more than all the government contracts for bands—is going to pay more for having his orders filled than the same manufacturers charge the government? Certainly not. Not only is this particular firm affected, but all the firms in the trade. The lowest price quoted by any firm becomes the standard. Our own customers hear of the last and lowest quotation, and if we want to retain their custom, we must meet their ideas as to price. If one should ask more than \$1.25 a pound for bands to-day he would be laughed at. Yet no detail of the cost has become less during these four years, while fine Para rubber is much higher."

#### SPECIALTIES ARE YET SOLD AT A PROFIT.

The above figures would indicate a decline of very nearly 25 per cent in the prices realized for elastic bands, below a price already considered low, during a period in which the cost of raw rubber has risen about 30 per cent. "These conditions are forcing us out of the druggists' sundries business," said the manager of an important house, as he sat at his desk, talking for *The India Rubber World*. "Fortunately we have some specialties—high-grade goods under trade-marks which have become favorably known, and articles which are yet protected by patents—and these we sell at a profit, because we are in a measure guarded against competition. But the general line of druggists' goods sell below the lowest figure at which we can make them. We do make such goods yet, but only for this reason: We have our plant and our trained working force, both of which are maintained at the highest point of efficiency by keeping them employed. It is possible, therefore, to handle the ordinary lines of goods sometimes as 'fillers,' keeping up the normal volume of our business and helping to retain old customers, when, if we devoted ourselves to such goods alone, we soon should be in the hands of a receiver. There are too many people in the trade who don't know how to figure on goods, who don't know what prices are necessary to yield a profit, but whose only idea is to make sales." The same speaker named two important concerns who are engaged in a spirited competition for first place in the druggists' trade and whose methods seemed to him to be confined to trying to undersell each other.

#### LOW PRICE; CHEAP QUALITY.

"The fact that prices on druggists' goods are too low is not the only point to consider," said another gentleman; "they are becoming too cheap in quality. Why, these manufacturers have to live. They don't carry on business for the purpose of losing money. Then, if they are obliged to pay more for raw material, but are unable to put up the prices of their goods, it is only natural that deterioration of the quality should be resorted to. The manufacturer who is determined to produce only goods of honest quality will find it hard to obtain better prices than the lowest level fixed by the producers of the cheapest goods. There is no doubt about it, the manufacturers in this line are in a position far from comfortable, the jobbers are in a state of uncertainty, while the consuming public are beginning to discredit rubber goods in this line because of the poor quality which is becoming more general under the unsatisfactory nature of the competition now going on. All the manufacturers want to see a change; none of them knows just what change."

"There is more in this question than trying to regulate prices," was a remark addressed to an *India Rubber World* man. "There are too many firms in the trade. There is only about so much business to be done, and it isn't enough to give them all a good living. To get down to the root of the matter, what is happening now is that a struggle is going on, through price-cutting and the like, the result of which is that somebody will have to get out of business. This is being done to some extent, but not enough to relieve the congested condition of the trade."

### Tally-Ho Ride.

At the recent meeting of the American Public Health Association in Philadelphia, one of the most enjoyable and profitable of the many contributions to the special committee's arrangements for entertainment, was a free tally-ho ride, given by the well-known and energetic H. K. Mulford Co. The tally-hos were equipped with every comfort and convenience, and made frequent trips, passing through the most interesting sections of the city and a considerable portion of Fairmount Park, and visiting Mulford's Biological Laboratory, where concentrated diphtheria antitoxin and allied products are prepared, and where every step in the preparation of antitoxin was observed by the guests. These courtesies, it is needless to add, were accepted and highly enjoyed by every visitor and member of the Association.

Always have seasonable goods in season.

#### Little Items of Interest.

Bleached shellac will become worthless unless kept in water.

Pure castor oil will turn white when exposed to extreme cold.

Jalap root is imported in closely pressed packages of about 90 pounds, called "ceroons."

Oil rose is imported from Southeastern Europe in coppers holding 20 to 30 ounces each.

Cod liver oil is sent here from Norway in tin-lined barrels, holding exactly 30 gallons each.

An original package of lycopodium is a case containing ten 22-pound packages, neatly wrapped in blue paper.

Barbadoes aloes is packed in small goards of 2 to 10 pounds each, and in large goards of 20 to 35 pounds each.

Rock candy syrup should be kept in the cellar or the coolest place in your store. It is very liable to fermentation if kept in a warm place.

Bulletin No. 12 of the United States Department of Agriculture will show why druggists should not endeavor to fill orders for "Black Pepsin," "Compound Extract Salyx" and "Electrofied Silver."

### The American Peppermint Crop.

*The American Agriculturist* says that the American peppermint-oil producers are dissatisfied with the low prices of the product. They have reason to be, for American peppermint-oil has never sold at such low rates as now. The farmers say that they will not again extend their area under peppermint, but that is not likely to improve matters much. What is wanted is a wholesale reduction of the cultures. Producers in New York State complain that cheaply-produced Western

oil is imported into Wayne County at a low price, bottled and sold as Wayne County. Growers in Michigan and Indiana are just now more friendly to wheat than peppermint. Low or wet lands, suitable only for mint-growing, will be continued under this crop, but the rest will be turned into wheat.

The mint-field of New York promised an abundant yield of oil up to midsummer, but it now appears that even last year's moderate outturn will be slightly curtailed. Wayne County took the lead as a producer for many years, with an annual output of about 150,000 pounds. But according to H. G. Hotchkiss' Sons, of Lyons, the yield this year is only about 25,000 pounds. Growers in Wayne County are gradually abandoning the business, this year's acreage having been already 10 per cent smaller than last year's.

In the Western mint fields, including portions of southern Michigan and northern Indiana, the business is undergoing some transformation. A good many farmers are resetting their fields with roots of the English mint, owing to the large yield of oil per acre. Michigan reports show more or less winter killing and damage by grasshoppers.

The conditions in Indiana are much the same as in Michigan. The estimated yield of oil is as high as 20,000 pounds in St. Joseph County, full acreage and full yield, there being also a small quantity carried over from last year. Elkhart County reports a probable crop of 4,500 pounds, and La Grange County is credited with 1,200 pounds. The export trade is considerable, absorbing much of the surplus over home requirements, yet American growers are obliged to face competition of foreign oil, particularly Japanese. During seven months ending July, the latest figures available, total exports from the United States were 66,978 pounds, compared with 45,739 pounds for the corresponding period in 1896.

## HINTS TO BUYERS.

The Belgian Government offers a prize of \$10,000 to any one who will discover a chemical that will take the place of white phosphorus in match-making.

We are informed that the Chemische Fabrik von Heyden, of Radebeul, have secured a decision from the Reichsgericht deciding the saccharin law suits in their favor and rejecting the claims of Fahlberg.

On our front cover will be found the advertisement of Parker, Stearns & Sutton, of New York. Their line of syringes and rubber specialties is one of the best known in the world and should be carried by every druggist.

We commend the attention of our readers to the announcement of Mulhens & Kropff, 37 White street, New York, on their "4711" line of colognes, soaps, etc. This is a line which every druggist should have constantly in stock.

It does not pay to use poor corks in prescription work, and our readers will find by getting samples from the Paddock Cork Co., Brooklyn, N. Y., that first-class prescription corks really cost very little more than inferior goods.

Fine candies are among the sure sellers for the Christmas stock. DeKlyn &

Co., 39 Euclid avenue, Cleveland, Ohio, would like to send free samples of their Knickerbocker bulk candies to our readers, so as to convince them that there is money in these goods.

Schandein & Lind, 533 Arch street, Philadelphia, would like to send you their price-list and special inducements on Garwood's Standard Perfumes. Their line has proven one of the best sellers on the market, and they offer very liberal terms on introductory orders.

The Hero Fruit Jar Co., Philadelphia, make a line of sprinkler tops and collapsible tubes which are elegant in form and excellent in material. Those of our readers who put up their own glycerin jelly, tooth pastes, washes, etc., should write them for illustrated catalogue of their goods.

We call the attention of our readers to the new formaldehyde generator, manufactured by the Sanitary Construction Co. of New York. With the prevailing ideas on sanitary disinfection by means of formaldehyde gas, this machine should be a line which druggists might carry with advantage. For further particulars address the company.

The old reliable house of Billings, Clapp & Co., of Boston, have long made a line of goods which druggists have been glad to handle, and they have recently put in an entirely new pill plant, which has added still further to their usefulness to the profession. Druggists wanting anything in the line would do well to correspond with the house.

## A New Phenacetine Decision.

In the suit of Edward N. Dickerson against Austin Remsen and Louis R. Edwards to recover damages for an alleged infringement of a patent, Judge Lacombe, in the United States Circuit Court, has handed down a decree declaring the patent granted to Farbenfabriken Vormals Friedr. Bayer & Co., as assignee, for an improvement in the manufacture of phenacetine, dated March 26, 1889, good and valid. By the decree a perpetual injunction was issued against them from using or selling the patented improvement, and it was ordered that the complainant shall recover from the defendants all the profits and advantages accrued to them from infringement of the patent, and that an accounting of the same be made before United States Commissioner Shields, as a master of the court.

## Change in Price of Iatrol.

The Clinton Pharmaceutical Company, Syracuse, N. Y., have made a recent change in the price of Iatrol, whereby druggists can now purchase through the jobbers in single ounce lots at 90 cents per ounce.

## The Ideal Hair Brush.

On another page is illustrated a genuine Siberian-bristle air-cushioned hair-brush. This brush is the only one of its kind on the market, and the air-cushion, combined with the genuine Siberian bristles, makes it one of the most effective, and at the same time agreeable brushes in use. The bristles are so stiff as to completely penetrate the hair, while the presence of the air-cushion prevents the bristles press-

ing so hard against the scalp as to irritate it and enables them to adapt themselves to the inequalities of the scalp so that every portion of it is reached without any portion being unduly irritated. Henry L. Hughes, 185 Dearborn street, Chicago, the exclusive licensee and importer of these brushes, will be pleased to quote prices and furnish illustrated description to correspondents mentioning this journal.

## A Handsome Sponge Case.

We present herewith two illustrations of the Eureka Revolving Sponge Case which has many points of excellence about it. The case stands about 50 inches high, with a diameter of about 26 inches. The glass sides enable customers to see the contents of the case without any difficulty, and when a customer has selected



EUREKA SPONGE CASE CLOSED.

any particular sponge it is easy to revolve the case and obtain the particular sponge desired without any waste of time or energy. The case has ten separate compartments, which would enable the druggist to keep the stock thoroughly sorted out as to size and qualities. Where the



EUREKA SPONGE CASE OPEN.

stock of sponges is not large enough to fill the entire case, some of the divisions can be used for chamois skins. The case is made by J. J. Honecker, Pearl street and Clarke avenue, Cleveland, Ohio.

### Confidences May Not Be Violated.

The Supreme Court of Michigan has just rendered a decision upholding the decision of Judge Adsit, of the Circuit Court, which is of importance to all operators in new fields of invention, employers and employees, where of necessity the knowledge of secret processes is imparted to trusted assistants.

The case decided was that of the O. & W. Thum Co., manufacturers of Tanglefoot Fly Paper, against one of its former employees who had threatened to impart to others the information he had acquired while in the employ of the company.

It is of interest to all proprietors and inventors of specialties to know that their formulae and methods, the product of their invention and labor, are considered by the courts as property with rights inviolable, and that their employees who are taught and learn the process of manufacture and composition of the product, are not free to part with such information to others for a consideration, nor even to engage in the manufacture of such specialties on their own account.

The decision is clearly in the interests of justice, morality and good business, for in no other way can such enterprises be developed to their fullest possibilities, making possible the employment of many operators and the cheapening of product which accompanies large production. From a standpoint of justice and good morals, there can be no question about the right of each one to the fruits of his own effort and thought, gained sometimes only by years of experience and experimenting, and often at great cost before a satisfactory result and success is obtained.

The decision was based upon points of law and of common justice, and will give eminent satisfaction to all engaged in the manufacture of such specialties.

The company was rather stubbornly and persistently opposed by its opponents, but through the able efforts of its attorney, W. W. Hyde, it maintained its position in every step and stage of the case.

### The Coming Food.

As a rule it requires considerable time to make the retail druggists acquainted with any new article, whether it be one of superior merit or only of ordinary value. The remarkably short time in which Eskay's Food has been brought to the attention of the retail drug trade, through liberal advertising in their journals, and the very favorable reception it has received attest not only the good judgment of manufacturers in their methods of advertising, but also speak volumes for the merits of the Food itself.

The phrase they use, "The Food That Nourishes," is strictly true, and judging from the numerous letters they are constantly receiving, it would appear that customers have been waiting for just such a food and have been quick to appreciate a good thing.

### Liquors in the Pharmacopoeia.

Joseph W. England (*Am. Jour. Phar.*, 1897, 580) opposes the suggested dismissal of liquors from the Pharmacopoeia on the ground that good liquors contain some acid, probably valerianic, which has some therapeutic action aside from the alcohol present, while the extractive probably has some therapeutic

worth. The acidity of whisky seems generally to be of use in determining the value of whisky.

### American Pharmaceuticals in Foreign Countries.

The extension of the trade in American pharmaceuticals in foreign countries has been very rapid during the past few years, a leader in this line being Frederick Stearns & Co., of Detroit. During a recent visit to their laboratory an AMERICAN DRUGGIST reporter noted shipments of goods ready for transmission to Lorenzo Marquis, Delagoa Bay; Cape Town and Cape Colony, South Africa; Wellington and Dunedin, New Zealand; Adelaide, Sydney and Melbourne, Australia; Freetown, Sierra Leone; Durban, Natal, and San Jose, Costa Rica. Each of these shipments contained some of their wine of cod liver oil, which has taken a high stand in the estimation of the medical public wherever introduced.



High Rollers.

### Something New in Asepsis.

Seabury & Johnson have perfected a system of sterilizing ligatures, which appears to be perfect. In this system each string, after preliminary treatment, is packed in a sealed germ-proof inner capsule in which it is sterilized by heating in cumol, at a temperature of 330 degrees F., for sixty minutes, by a process preserving the original strength or elasticity of the ligature, and proven the most reliable by extensive bacteriological tests.

The inner capsule is made of porous material, permitting the sterilizing agent to penetrate and saturate its contents—mechanically and effectively excluding microbic life after the sealed capsule has been removed from the sterilizing agent.

They therefore reach the hands of the surgeon direct from the sterilizer and are absolutely sterile, having avoided any possibility of becoming infected through any intermediary handling.

These ligatures are prepared in lengths of thirty inches of catgut and thirty-six inches of silk. The capsules containing each individual ligature are to be opened

only under thoroughly aseptic conditions immediately before being used. For full details and quotations, our readers should address Seabury & Johnson, New York.

### Dr. Hammond's Animal Extracts.

Following is a summary of the physiological effects reported after the administration of a single dose of Dr. Hammond's Cardine hypodermically:

1. The pulse is increased, and is rendered stronger and fuller. The perspiration is increased, with occasionally a mild headache, lasting a few minutes.
2. A feeling of exhilaration is experienced and the mind is rendered more active and capable of effort.
3. The quantity of urine excreted is increased.
4. The expulsive force of the bladder and the peristaltic action of the intestines are augmented.
5. A decided increase in the muscular strength and endurance, as in the ability to "put up" a dumb-bell.
6. In some elderly persons an increase in the power of vision for a time.
7. An increase in the appetite and digestive power, temporarily, at least.

These animal extracts are handled solely by J. Milhau's Son, general agent, 183 Broadway, who will be pleased to send pamphlet treating of their uses, dose, etc., to correspondents.

### Apostrophe to the Dollar.

An editor has been inspired, after looking over his list of delinquent subscribers, to compose the following: "How dear to our heart is the silver dollar, when some kind subscriber presents it to view; the liberty head without necktie or collar, and all the strange things which to us seem so new; the widespreading eagle, the arrows below it, the stars and the words with the strange things they tell; the coin of our fathers, we're glad that we know it, for some time or other 'twill come in right well; the spread-eagle dollar, the star-spangled dollar, the old silver dollar we all love so well."

### Window Cards.

The best use of window display can not be attained without the use of well-prepared, neat and effective cards, giving prices, etc. Comparatively few druggists are able to prepare such cards themselves in free-hand drawing, and have, therefore, to resort to mechanical aids, one of the most effective of which is a



set of rubber stamps prepared by Chas. L. Safford Co., 177 Madison street, Chicago. For full particulars regarding this set our readers should write the firm at the above address, mentioning this journal. We illustrate the box herewith in which the set is shipped.



# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded 1871

Vol. XXXI. No. 12.  
Whole No. 388.

NEW YORK AND CHICAGO, DECEMBER 10, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**  
62-68 West Broadway, New York.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., . . . . . Editor.  
THOMAS J. KEENAN, . . . . . Associate Editor.  
IRVING J. BENJAMIN, . . . . . Business Manager.

Chicago Office, 221 Randolph Street.  
ROMAINE PIERSON, . . . . . Manager.

**SUBSCRIPTION PRICE:**  
Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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Stock-taking will soon be in order, and in the round-up of the year's business we hope that all of our readers will find cause for self-gratulation. The custom of taking stock at the first of the year, while not universal in the drug trade, is growing more and more general, and will soon become as universal a custom in this as in other lines of business. While it is a somewhat troublesome task, it is one which should never be shirked.

Without the annual inventory as a guide, the man of business is always in danger of over-valuing his holdings, and while it may occasionally happen in a favored locality, that money may be made where unbusinesslike and slipshod methods are pursued, it is always, in spite of rather than because of this carelessness that money is made.

## TAXING THE TRADE.

AND now it is the manufacturers. In our issue of November 25th we had something to say regarding the operations of a lobbyist among New York retailers. His scheme was to raise a fund for the prosecution of legislative work at Albany by taxing every retailer who signed his petition in the sum of \$20. The AMERICAN DRUGGIST ridiculed the idea of an outsider championing the claims of pharmacists in the matter of an amendment to the pharmacy law, and the effectiveness of ridicule as a weapon was fully exemplified in this case, for only a short time elapsed before the publicity given to the matter in these columns caused the aforesaid philanthropic gentleman from the outside to abandon his original plan, and we understand that he has now taken to soliciting signers for his petition without first binding the signers to subscribe a specified sum of money.

Now wholesale druggists and manufacturers are being approached by representatives of the "Druggists' League for Shorter Hours" for contributions to defray the expenses of the league and to help publish a handbook of the organization, which, we suppose, will be embellished

with handsome portraits of the officers, and contain, besides, biographical notices with a history of the Shorter Hours Movement. We had thought that this mode of obtaining funds for associations of retail druggists was played out, but evidently this is not the case, and some measure of success is yet possible if the proper agent be selected to push the work.

## THROUGH ENGLISH EYES.

The paper by Professor Green, of the School of the Pharmaceutical Society of Great Britain, which is printed elsewhere in this issue, will be read with interest by all teachers

and many pharmacists in the United States. In view of the fair attitude of Professor Green, it is to be regretted that he did not have an opportunity for extending his observations to the schools in other large cities and at other universities in the United States. While the deductions drawn by Professor Green as to the condition of pharmaceutical education here are fairly correct, per se, we can scarcely feel flattered when he says that pharmaceutical education here is on about the same plane as in England. There is but one school in England, that at Bloomsbury Square, which will in any wise compare with a score of schools here, either as to material or intellectual equipment.

Out of some forty institutions teaching pharmacy in the United States not one is so shamelessly conducted as a "cram" institution, as are the half score or more of so-called "colleges" in England, which blatantly advertise sessions of four months each in which to "prepare for examinations" and give as credentials of efficiency the names of their students who "passed" at the last official examination.

Professor Green possibly feels that he has been kind to the point of indulgence in saying that pharmaceutical education in England and America are on practically the same plane, but American educators will decline to accept the estimate as

either a kindly or an accurate one, as applied to the pharmaceutical colleges of the two countries as a whole. England has but one Bloomsbury Square School, while the United States has a dozen colleges equally well equipped.

Notwithstanding any difference of opinion which may exist as regards the relative merits of the educational institutions of the

**A FAIR  
ESTIMATE.**

two countries, we cheerfully accord to Professor Green our acknowledgment of the eminently scientific and fair-minded manner in which he has investigated the subject. He describes accurately and intelligently the conditions existing in the schools visited by him; he chooses a title which restricts his remarks to "some" university schools, viz., those named by him, and is careful to state that such general deductions as he draws regarding other schools in the United States are based upon hearsay evidence. In all of this his paper is in delightful contrast with the screeds against, rather than on American pharmacy, which some other Englishmen, notably Mr. Martin, have seen fit to print after a superficial examination of the conditions existing here.

When criticism is offered which is based on unprejudiced study, and couched in polite terms, as is the case with the criticisms of Professor Green, they will be welcomed as a possible means of betterment.

## THE LOCAL PHARMACY LAW.

WE publish in other columns the draft of the proposed amended pharmacy law for the city of New York, the work of the Conference Committee organized in accordance with the resolution passed by the Kings County Pharmaceutical Society, at a meeting held last September. With some exceptions, the suggested law appears to be quite complete in its provisions, and is apparently broad enough to provide for any possible contingency. Its compilers have given a death-blow to the movement, which has been going on for some time under the leadership of an outsider in drug circles, to obtain at a certain fixed cost the passage of an anti-department store law in favor of licensed pharmacists. The Conference Committee has evidently listened to the advice of the AMERICAN DRUGGIST to good purpose, for since we pointed out the ease with which the operation of the law could be made to cover the mere exposure of drugs and medicines in department stores, the committee has promptly acted upon our suggestion, as will readily be perceived on inspection of the first section of the proposed pharmacy chap-

ter printed elsewhere. That the draft submitted is capable of considerable improvement in the way of additions and emendations, will be evident to every druggist who gives it a careful perusal. The schedule of poisons alone shows this. A few of the grosser contradictions in this schedule have been corrected by us before printing, but as it stands, its compilation cannot be regarded as a satisfactory performance. Instead of pasting down portions of the old provisions and tacking on a few new requirements, it would have been much more satisfactory, in our opinion, if the Conference Committee had adopted as a whole the recommendations of the Committee on Pharmaceutical Education and Legislation of the American Pharmaceutical Association, which were made after a careful investigation, and embody the wisdom and experience of many of the most eminent authorities on pharmacy laws in the United States. As the poison schedule of the Conference Committee's draft stands, it is full of contradictions and most unsatisfactory.

## PHARMACY IN GERMANY.

THE attitude of the foreigner resident in the United States is almost invariably one of pitying contempt toward the country of his adoption, while he cherishes highly idealized memories of his fatherland. Let a foreigner, however, reside here for eight or ten years, and then send him back to his fatherland, and if he be not wholly hide-bound in his prejudice, he will, after a few months' residence abroad, be compelled to confess that while we have troubles of our own on this side of the water, we have more than enough compensating advantages to offset our shortcomings.

Probably the most ardent champion of his fatherland in this country is the German-American apothecary. The scientific advancement of Germany, the assured position of the German pharmacist and the freedom from competition, insured by the governmental regulation of the German drug stores, form a basis for a never-ending chorus of praise of "das faderland" from the mouths of a great many Germans residing in the United States. A perusal of the German periodicals and a study of the proceedings of the German Society conveys, however, a very different picture from that which is drawn by the German-American pharmacist. The following communication addressed to the *Pharmaceutische Wochenschrift* in connection with the annual meeting of the German Apothecaries' Society is of interest in this connection: "The whole lamentable condition in the trade arises from the fact that the pharmacist has always been accustomed to

vegetate in the stifling atmosphere of protection from competition. In such an atmosphere men do not grow. Once let the sharp winds of free-trade competition whistle about their ears and a more vigorous race would soon spring up." In commenting on this the journal in question says: "Let that be as it may, one thing we may be sure of. Our calling could never have sunk into its present condition but for the loss of strength, due to the lack of individual initiative. The motto, 'Every one for himself and none for all' is the sorrowful explanation of the condition of many members of the calling.

"We might be referred for an explanation of the existing conditions to the large number of owners of pharmacies who belong to the German Apothecaries' Society, but here we not only receive no denial, but the condition of the finances of the Society give a confirmation of the above view of the existing condition. The German Apothecaries' Society is held together by the fear on the part of the proprietors of privileges and concessions that the returns from the sale of these concessions can no longer be turned into their own pocket. It is this fear alone which retains many proprietors under the banner of the society. This motive constantly crops up throughout the history of the society, restraining and making futile every effort toward earnest reform. The German Apothecaries' Society, from a distance, presents the appearance of a lofty and imposing building—the careful observer soon sees that this house is built upon sand; a colossus with earthen feet; a mob with few leaders, and almost as few really able men. From every quarter of the society the most selfish aims and self-seeking efforts, and the most lamentable narrowness threaten to wreck the edifice.

"The leaders must consider themselves fortunate if they can combat this mob, which is not held together by any ties of conviction or unity of ideals. In this task they must dissipate their strength and their energy. Thus it has come about that the German Apothecaries' Association has never had any decisive influence upon the fate of the pharmacy; that in its long history it can not refer to a single deed of which one could say that it was a great improvement and that it was of great utility in the development of German pharmacy."

This is a German view of German pharmacy and it finds confirmation in the utterances of Professor Remington on another page. Possibly we Americans are not so badly off after all.

## \$5 Every Issue.

The AMERICAN DRUGGIST will award a semi-monthly prize of \$5 for the best original article on any subject pertaining to pharmacy. The prize article should not exceed 1,000 words. The award will be announced in the issue in which the article is printed. The AMERICAN DRUGGIST reserves to itself the privilege of publishing any or all of the contributions received.

## WINTER SODA SYRUPS.

BY F. A. FASSETT,

Manager of the Soda Water Department of the Hegeman Corporation, New York.

**T**O the up-to-date druggist the importance of having first-class syrups for hot soda water is becoming more apparent every day. The fortunes which have been made in soda water by some of the prominent druggists on lower Broadway have been made by thorough study of the proper formulas for not only giving entire satisfaction to their patrons, but for providing a perfect preparation.

For a long time in the early history of soda water, cold soda was about the only thing considered, but at the present time hot soda water is being as much, if not more, sought after by the public at large, which, by the way, is a very critical public. It is a mistaken idea for any druggist to suppose that his customers do not fully appreciate the difference between properly compounded hot soda syrups and those which are carelessly thrown together by the syrup manipulator.

The growing tendency of the soda water trade, especially in our larger cities, is toward a continuance of this line of business throughout all the months of the year. When cold weather appears the old patron of hot soda water looms up again in front of the soda counter and asks the regular old question of the soda water attendant, "What have you new in hot soda flavors?" One customer may be looking for a dyspepsia easer, another for a drink that merely tickles his palate without any particular medical significance; another is especially eager for some drink that will cure or at least alleviate a chill, that he is afraid might appear later on, but he does not hesitate to suggest that something of a warming nature be added, a little brandy, or if the Raines law interferes, perhaps a few drops of tincture of capsicum or Hot Drops would be beneficial. The always polite attendant readily agrees, serves it, says "call again" and proceeds to serve another.

**Have Your Hot Soda Hot.**

It is always important to have the hot soda water hot, even if it requires cooling afterwards, which is always easily and quickly done by pouring the drink from one cup to another and so reversing until sufficiently cooled.

Large and expensive hot soda boilers are sometimes indulged in by the large dealers, but in reality the artistic glazed urn which rests on the counter is quite as effective and much more decorative in its effect. The best of these urns are lined with block tin and prove very satisfactory in practice.

**The Utmost Cleanliness Essential.**

The utensils to be used in the manufacture of hot soda water syrups must be

very carefully cleansed, being washed, dried and if live steam is available, scalded whenever used. Owing to the heat they are more prone to decompose even than are cold soda syrups, and any disagreeable foreign odor or taste in the syrup is also rendered more noticeable by reason of the higher temperature at which it is served.

**How to Keep Syrups.**

The syrups should always be kept in quart syrup bottles, preferably with a recessed label, as these labels present a neater and more attractive appearance than do those bottles on which the glass label projects.

In refilling syrup dispensing bottles they should always be thoroughly washed and dried and to do this requires the use of duplicate bottles. This will enable the attendant to avoid the mustiness which would probably develop if the bottles were refilled without being properly cleansed.

The cups, if made of metal, should be kept brightly polished. After serving the customer the attendant should not only wash, but should also dry and polish each cup with a towel. This is not only necessary, but it shows to the customer that absolute cleanliness is maintained, as it should, and must be in all first-class establishments. And it is in such places that hot soda water is a success.

Some customers, however, object to having their hot soda served in metal of any kind, while some prefer metal, though the majority either have no choice or at least express none. Whether the customer has any logical reason for his preference is really no concern of the soda dispenser; the preference exists and he must take it into consideration and cater to it if he wishes to retain trade.

When serving hot drinks it is considered quite the thing to present the customer with a small Japanese paper napkin, an attention which is much appreciated by patrons, and which entails but slight expense. A few dispensers in fashionable quarters also serve dainty wafers on tiny individual saucers, a custom which has proven popular where trade is of the better class.

**Formulas for Syrups.**

The following formulas have been tried and have proven thoroughly satisfactory, having been dispensed to a very large number of people.

**BEEF TEA.**

Extract of beef .....	7 oza.
Table salt .....	1 oz.
Hot water .....	4 pts.

Dissolve the extract and the salt in the hot water and allow to cool. When dispensing either clam bouillon, beef tea, or beef bouillon, the attendant should place beside the cup a hot soda caster containing salt, pepper and celery salt bottles, each plainly marked.

**BEEF BOUILLON.**

Beef tea (as above) .....	4 pts.
Worcestershire sauce .....	2 dms.

The question of choice of makes of beef extract is a delicate and important one. There are two or three of the first-

class makes, however, any one of which may be used with safety. There are, however, some of the cheap brands which are wholly unfit for use in hot soda, or for that matter for anything else, so far as I can see.

**CLAM BROTH.**

Clams .....	25
Clam juice .....	4 pts.
Arrow root .....	2 oza.
Salt .....	4 oza.
Water .....	1 qt.

Chop the clams up fine, mix the whole together and boil for ten minutes; allow to cool and then strain.

**EXTRACT OF COFFEE.**

Mocha coffee .....	$\frac{3}{4}$ lb.
Java coffee .....	$\frac{1}{2}$ lb.
Hot water sufficient to make ....	2 qts.

Grind the coffee to a moderately fine powder. Moisten with the hot water and pack in a glass funnel or preferably in a cylindrical percolator and percolate by pouring on boiling water in divided portions until two quarts of percolate are obtained. Where the plant is large enough better results can be obtained by the use of a steam percolator, such as is used by the larger restaurants. In these the percolator is made of block tin and the percolation is practically accomplished by steam. Such an apparatus is, however, quite expensive, and so is not in reach of many druggists.

Much difference of opinion exists as to the best coffee for use at the soda fountain, but the decision on this point is rather a matter of individual taste. A richer looking extract may be obtained by the addition of a little ground chicory, about one ounce to the pound, but this also is a matter of taste, and I have found that there are a considerable number of people who distinctly object to the presence of chicory in any proportion.

**COFFEE SYRUP.**

Extract of coffee (as above) .....	4 pts.
Sugar .....	2 lbs.

**MALTED MILK SYRUP.**

Malted milk .....	8 oza.
Hot water .....	8 oza.
Simple syrup .....	4 pts.

**CHOCOLATE SYRUP.**

Baker's chocolate .....	3 cakes.
Cooper's gelatin (1 small package) ..	
Sugar .....	9 lbs.
Hot water .....	8 pts.

Boil for five minutes and strain. Here again, as in the case of coffee syrup, there is room for difference of opinion as to what is the best kind of material. Many prefer the powdered preparation of chocolate, but I get results with the formula here given, which are very satisfactory to my patrons.

**COCOA SYRUP.**

Cocoa .....	8 oza.
Hot water .....	2 pts.
Gelatin, Cooper's, one-half sheet ..	
Sugar .....	1 lb.

Boil together for a few minutes and then strain.



These represent the standard syrups which have the greatest popularity and upon which the bulk of the hot soda trade must be built up. Novelties suitable for each season and each location may be devised which will have some vogue with that class of customers which is always wanting new things, and this desire must be gratified, but these novelties will probably be popular only while they are novelties. It is in devising these that the individual ingenuity of the soda water man must be displayed.

# AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD.

## PHOTOGRAPHIC WORK FOR DRUGGISTS.

### Article III.

## FREE DARK-ROOM FOR AMATEURS.

### Developing and Printing as a Business.

By W. I. SCANDLIN,  
Editor Photographic Bulletin.

IN considering the question of a photographic stock as a legitimate and profitable side line for the druggist, there is, I believe, a further field that may be opened up with advantage, and this deals with the means of developing and printing of negatives that may be made with the apparatus, which the druggist has already sold to his customers. It is a well-known fact that of the many users of cameras and photographic outfits of to-day, there is a very large number who have the most meagre and primitive appliances for the development of their negatives. The dark-room of the average amateur is of such an extemporized nature, and his appliances of such crude construction—in many cases, being so arranged that they must all be removed and packed away after each occasion of use—that it is a wonder such good results are obtained. It is, therefore, not a matter of surprise that so many are content with simply making the exposure and leaving the development and further operations in the hands of others.

### Free Dark-Room.

This being the case, why should not the enterprising druggist appropriate a

attendant upon the immediate development of his own work by his own hands is a strong element in the true enjoyment of photography, and is also the direct cause of a much larger consumption of material than where the other course is followed.

### How to Make a Dark-Room.

Such a dark-room as would be required is not difficult of construction; requires but very little room and can be built and fitted out at small expense, a space 6x8 feet being sufficient if more room is not available. This should be partitioned off with a thin partition which must be perfectly light-tight—the cracks and holes being covered should any be found to exist. This room should be dry and comfortable and should be ventilated. It must have a window which may open into the store or out of doors and which should have an inner sash fitted with ruby glass. Running water, either from the street mains or from a tank of some kind, is necessary, together with connection from the sink, to carry off the waste water. The space at one's command will largely govern its construction and much valuable information may be found in a little book, under the title, "The Dark-Room and Its Equipment," published in England, which costs only 25 cents, and which may be had of any of the photographic stock dealers.

### Developing and Printing as a Business.

It will be found, too, that many who purchase outfits will prefer to have their negatives developed and their prints made for them, no matter how many facilities are offered them for doing it themselves; and why, in such cases, should not the druggist do this for them? The dark-room which he has prepared

haps, larger in some cases, according wholly to the class of trade to be catered to in the surrounding neighborhood. Graduates, funnels, negative drying rack, and the various bottles or receptacles for developers and fixing solutions would, of course, have to be provided, and would vary in cost, according to the style and quantity in which they were supplied. In no case, however, should it amount to more than ten or a dozen dollars in order to provide everything necessary for the needs of the average worker.

I append a list of prices for developing, printing and mounting of films in rolls and cut, also glass plates, which will give an idea of the scale of prices prevailing in many establishments where this work is done, by which it will be seen that if any considerable quantity of this kind of work can be brought into the store, it may be done at a profit worth considering. These prices include mounts and the sensitized paper on which the prints are made.

These suggestions are offered in the belief that they are thoroughly feasible and that if carried out they will prove profitable in more ways than one, as a new class of customers will be built up, who will be found good buyers in the line which brings them to the dealer and who, once in the store, are likely to become purchasers of other goods in proportion to the stock displayed and the selling abilities of the proprietor and clerks in charge.

In our next issue we will publish a collection of standard photographic formulas.—EDITOR AMERICAN DRUGGIST.

### Formula for Goulard's Extract.

F. W. Haussmann (*Am. Jour. Phar.*, 1897, 579) proposes the following modification of the U. S. P. process as producing a superior solution of subacetate of lead with less trouble than is entailed by following the pharmacopoeial directions:

Crystallized lead acetate .....170 grms.  
Lead oxide .....100 grms.  
Distilled water.

Graduate a strong quart bottle at 730 Cc. and fill to this mark with distilled water, heated to the boiling point. Add the selected crystals of lead acetate broken into small pieces, cork the bottle and dissolve by agitation. Now add the lead oxide, previously sifted, in divided portion, shaking thoroughly after each addition. Allow to stand for two hours, or until cold, agitating occasionally and filter in such a manner as to avoid contact with the air. The author states that the specific gravity should be placed at 1.225 instead of at 1.195, as now given in the Pharmacopoeia.

### Modified Formula for Bland's Pills.

Guillaume Gentil proposes the following modification of the formula for Bland's pills:

Grammes.  
Potassium bicarbonate ..... 4.1  
Powdered sugar ..... 5.6  
Ferrous sulphate ..... 5.6  
Powdered acacia ..... 3.6  
Water .....12 drps.

Mix all the ingredients except the acacia; warm on a water bath until reaction has ceased; add the acacia and roll out into 100 pills, rolling the pills as soon as formed in powdered milk sugar. The pills dry very rapidly, and even after standing for months they show a light green color on a cross section.

### Price-List for Developing and Printing.

	Developing only.	Developing and Printing.	Printing only.	Mounting extra.
Film, in rolls, 2x2½ exposure .....	\$0 04	\$0 06	\$0 04	\$0 01
Film, in rolls, 3½ round, or 3¼x4¼ square exposure .....	06	11	08	02
Film, in rolls, 4x5 exposure .....	08	13	08	02
Film, in rolls, 5x7 or 5x8 exposure .....	10	17	10	03
Glass plates, or cut films, 4x5 each .....	08	13	08	02
Glass plates or cut films, 5x7 or 5x8 each .....	10	17	10	03
Glass plates, 6½x8½ each .....	13	22	15	04
Glass plates, 8x10 each .....	15	30	18	05
Glass plates, 10x12 each .....	20	35	20	06

small part of his store and fit it up as a dark-room, advertising that it is to be devoted to the use of his customers, and that they are welcome to it at all times free of charge?

The cost of such an installment will be trifling, and the result will be to bring a number of customers regularly to the store, where, of course, all the necessary materials for their use may be bought. Developers, ready prepared, may be carried, or the druggist may prepare his own from any of the numerous formulas published. The operator thus changes his plates or refills his holders, and when out of stock, replenishes his supply from the shelves of the dealer who offers him this privilege.

Much of the pleasure of photography comes with the development of the exposed plates or films, and the amateur who has to wait while his work is sent away to be finished, misses much that he might otherwise enjoy. The enthusiasm

for his customers thus comes into use for him, and at the prices which prevail, he obtains a good return for his time and labor. There are many hours in the day and evening when work of this kind may be sandwiched in with the other work of the store, and here, too, may be utilized the services of the clerks, who, in most cases, will be found more or less prepared to take it up.

### Cost of Dark-Room Outfit.

The cost of developing and printing outfits, as listed in the previous article, range from one dollar and a half upward, for the smaller sizes of plates, but, of course, in cases where the dark-room is put at the service of the amateurs frequenting the store, it will have to be fitted for somewhat larger work than the single amateur would provide for himself where he is using only one of the small hand cameras. It would require developing and fixing trays of size up to 5x8, or, per-



# Characteristics of European and American Pharmacists

## THE BRITISH SCHOOL OF PHARMACY.

### The Condition of European Pharmacy.

#### The Antiquity of It.

BY PROF. JOSEPH P. REMINGTON,  
Philadelphia College of Pharmacy, Philadelphia, Pa.

ON November 30, in the Philadelphia College of Pharmacy, Phila., Professor Joseph P. Remington delivered an address before the Alumni Association of the College, having for his subject, "The Characteristics of European



PROF. REMINGTON.

Pharmacists," of which the following is an abstract: Much has been written upon the condition of European pharmacy, as compared with American pharmacy. It is not my purpose to touch upon abstract questions this evening, but to give one's impressions of the work of the men who have chosen pharmacy for their life-work. Hasty impressions are of very little value, for one is often compelled to revise or alter an opinion on further acquaintance. I therefore feel much hesitation in expressing views of persons which might be taken too seriously.

#### Certain Characteristics of European Pharmacists.

There are certain characteristics, however, which mark the European pharmacists, as a class, upon the Continent, particularly where "limitation" prevails. Pharmacists, as a rule, are more thoroughly educated upon what might be termed theoretical subjects, than their American brethren; this could hardly be otherwise, especially in those countries where certain standards of education are compulsory. It must be remembered, however, that a comparison is being made between countries, where civilization has been advancing through centuries, with the inhabitants of a country whose civilization must be counted by years.

#### Advertising Methods of the Foreigner.

The European pharmacist endeavors to commercially utilize his educational attainments, and whatever marks of social distinction he can glean; if he can show upon his bulk window the legend: "Chemist to the Queen," or "Chemist in ordinary to the Prince of Wales and Royal Family" or even "Jointly chemist in ordinary to the

establishment of the Queen," his fortune is made. On the Continent a number of pharmacists have made a strong bid for homeopathic business, and in one shop in Brussels a white line divides the large plate glass show window perpendicularly; upon one side is the usual sign of chemist, and on the other, equally prominent, are the words homeopathic pharmacy, and this idea was also noticed in a number of pharmacies in Paris.

In European countries one must expect to see pharmacists hedged about by the limitations engendered by tradition, legal enactments of long standing, and social restrictions; these have a powerful influence in developing conservatism, with its restraining tendencies, in a marked degree.

The European pharmacist when visiting America can hardly understand how American pharmacy could have attained the position which he is willing to accord it, without the influences which he has been taught to believe are absolutely essential.

#### The Value of Antiquity to European Pharmacists.

Antiquity is a potent factor in establishing the position of a pharmacy in Europe; if one has acquired the right to place a sign over the door: "Established A. D. 1650," it is considered to be a most valuable acquisition, and to throw away such an advantage would be considered suicidal; ancient mortars, antiquated tincture bottles, and ointment jars, are treasures which are carefully hoarded, and these are often displayed with much pride to produce a desirable impression upon the frequenters of the shop.

#### Antiquity Despised by Americans.

The American pharmacist usually regards antiquities of this character as useless; while here and there the antiquarian spirit prevails, it is with the mass of Americans despised. The active, pushing American, aims to get rid of his old furniture, tears out his shop fixtures as soon as the blush of freshness has departed, and would like to apologize for everything out of date; if he can change his soda water fountain every two or three years he is more than happy.

#### "The Sentiment and Glamor of Ancient Apparatus."

It will thus be seen that a radically different business principle actuates the pharmacists of the two continents, and this principle is reflected and influences the personalities of pharmacists. The absence of limitations and the natural desire to get ahead in the world, acts as a strong incentive to the American, and his quick business perception has taught him that the American people care more for up-to-date goods in the store, and much less for the sentiment and glamor of ancient apparatus. In fact, it is mainly in the older cities on the Atlantic coast of the Continent that antiquities are at all appreciated, and even here, an old pharmacy must exhibit the spice of up-to-date, new ideas, or perish in musty oblivion.

#### Opportunities for Comparison.

This is a strong contrast, but the facts are borne out by even a casual observer.

(Continued on page 338.)

## COLLEGES AND COURSES OF STUDY IN THE UNITED STATES.

### Chicago and Minneapolis.

#### The Centre of Pharmaceutical Education in Chicago.

BY PROF. J. REYNOLDS GREEN,  
Pharmaceutical Society of Great Britain.

AT an evening meeting of the Pharmaceutical Society of Great Britain, held on November 16th last, Professor J. Reynolds Green read the following account of his impressions of pharmaceutical education as carried out in the United States:

I need hardly make an apology for introducing to your consideration an aspect of the very important subject of pharmaceutical education. I have been engaged in teaching pharmaceutical students for ten



PROF. GREEN.

years past, and for the last three years have had opportunities, as one of the Board of Examiners, of ascertaining what the average student considers to be sufficient attainment for him before he embarks in the actual practice of his profession. During the last ten years many changes in methods of instruction have been made, which, in so far as they have led students to be more fully acquainted with the structure and composition of the objects of their researches, have been a distinct gain to the cause of education as contrasted with cram. Indeed, these years have seen, in theory at least, a great and increasing protest against the latter, which has undoubtedly led, though to varying extent in different quarters, to practical study, based on observation and reflection. While we in England have been engaged in fighting the battle of pharmaceutical education, others in other countries have not been idle. In many respects we have been left behind, in others we have fully held our own. So far as higher education and its recognition have been concerned, we have been distanced by many American institutions of university rank. Though certain tentative efforts have been made in various quarters, the older British universities have shown themselves unwilling to throw open their portals to receive those asking for pharmaceutical education as such. This is hardly, perhaps, to be wondered at, for those ancient seats of learning are almost necessarily very con-

(Continued on page 338.)

### The British School of Pharmacy.

(Continued from page 337.)

Probably no better opportunity will ever be presented to the writer than the one experienced during the last summer, of making a comparison between the personalities of large bodies of pharmacists, assembled together in annual convention; the American Pharmaceutical Association, the British Pharmaceutical Conference, the Eighth International Congress, and the Deutsche Apotheker Vereins, must be admitted to be representative organizations, and it must be said that there is a great similarity in the aims and objects of these bodies.

### The Pharmaceutical Society of Great Britain.

In Great Britain, the Pharmaceutical Society, at 17 Bloomsbury square, London, has undoubtedly the greatest influence in elevating pharmacy in that country. It was founded in 1841. This society was founded mainly through the energy and perseverance of Jacob Bell, whose portrait I have the pleasure of exhibiting. Jacob Bell wrought during his life most successfully for the Society, and his labors lived after him. He bequeathed ten thousand dollars to the Society in his will.

### Less Examining and More Teaching Would Better Pharmacy in Great Britain.

Brief sketches, illustrated by portraits and views of Jacob Bell, Michael Carteghe, Professor Redwood, Professor Bentley, Professor John Attfield, Dr. Paul, E. M. Holmes, Charles Symes and others followed. Pharmacists and chemists of Europe, whose labors have contributed to the advancement of pharmacy, were similarly honored. In the course of his comments, Professor Remington remarked that in his opinion the Pharmaceutical Society of Great Britain, notwithstanding the noble work which it had accomplished, would have achieved still greater eminence if more labor had been expended years ago in building up the greatest pharmaceutical school in the world; this would have certainly been possible in London, the metropolis of the universe, with her immense population to draw from. The Pharmacy Act, in his opinion, whilst accomplishing great results in elevating pharmacy throughout the United Kingdom, had reacted unfavorably toward the growth of the school, and this not because of any mismanagement, but from natural causes; in becoming a great examining centre for students the society failed to become the sole educating medium. The reputation of the school's professors was unsurpassed. He believed that examinations, to establish legal qualifications, should be conducted by bodies, outside of those exercising educational duties, and undoubtedly education is a vastly more important function than examination.

### Colleges and Courses of Study in the United States.

(Continued from page 337.)

servative of the old traditions that reach back to the middle ages, and embark on new enterprises with extreme caution, if not actual reluctance. The more recent university colleges, not fettered by such traditions and imbued much more fully

with the spirit of modern enterprise and competition, have recently taken steps in the desired direction, and more than one of them are encouraging students of pharmacy to enter their doors by arranging for them definite curricula of study. In America, some go farther than this by raising the subject to the height of graduation and by giving degrees to those who pass certain qualifying examinations. During the last summer I had the opportunity of attending the meeting of the British Association at Toronto, and in the short time at my disposal after the association rose, I had the pleasure of visiting two of such universities, and of making myself, to a slight extent, familiar with the courses of study which are held to be necessary qualifications for such degrees. I regret that my opportunities were very much curtailed by the necessity of returning to England in time for the opening of our own School of Pharmacy. That, of course, was my misfortune and not my fault. Instead of being able to speak of the general condition of pharmaceutical education in the United States, I can only give you a brief account of what I found to be the condition of things at her great centres, Chicago and Minneapolis. My ideas of matters beyond these two cities are derived from general information, which I was able to obtain there from the professors whose hospitality I enjoyed during my visit.

### Colleges and Courses of Study.

There are more than forty colleges and schools of pharmacy in the United States, and the courses of training offered by them differ widely in character and extent. Some of them hardly deserve the name of schools: they call themselves colleges of pharmacy, but their teaching is hardly at all practical, and cannot be regarded as entitling them to the name they have assumed. The amount of laboratory work included in the obligatory curriculum is too small to be of any value. In some of these schools the total hours of instruction are less than ten; in others the instruction, including laboratory courses, occupies over thirty hours weekly. The laboratory hours in some occupy from sixteen to twenty-four hours weekly of the students' time during the whole period of his school attendance. As in England, the pharmaceutical student in the United States often finds himself so hampered by want of means that he is compelled to devote a good deal of his time, often more than half of it, to earn a certain stipend by employment in drug stores, or by following other means of eking out his resources during the period of his college training. Other students, more fortunate, can give their whole time to study. The customary course of college education pursued by the former class consists of two annual sessions of about six months each, with one half of the students' time occupied by some employment as a means of self-support. These half-time students constitute by far the greater number of those preparing for the pharmaceutical profession, and many schools of pharmacy plan their courses so as to require only half of the students' time. Others plan their teaching exclusively for those who devote their entire time and attention to their school work. In both cases the college education leads, however, to the same goal, the attainment of the degree of Graduate in Pharmacy.

### Educational Facilities in Chicago.

In Chicago, the centre of pharmaceutical education is the School of Pharmacy of the Northwestern University. Unlike most of the educational establishments, it provides for both classes of students, giving full-work courses for full-time students, and half-work courses for the others. The school was established in 1886 as the Illinois College of Pharmacy, and is now incorporated with the Northwestern University. It may fairly be described as the leading institution in America which is devoted to pharmaceutical education. Its equipment has been liberal and effective from its earliest days, and no other pharmaceutical school or college is more amply provided with laboratories. It is satisfactory to find that its career of usefulness and success has been remarkable. Only by one college in America has its annual attendance of students been surpassed. It claims at the present moment a thousand alumni. While it is now an integral part of a great university, which gives it strength and permanence, it is pre-eminently a pharmacist's school. It is governed with the aid and advice of experienced and practical pharmacists, both in its general affairs and in the work of instruction. The Executive Committee of the school consists of five practical chemists, or as the Americans prefer to say, druggists, well-known to the pharmaceutical profession and to the business world, and a majority of the members of the faculty, too, have extended and varied experience in the actual practice of pharmacy. The school at the very outset, before embarking on the details of its work, took into careful consideration the existing conditions and needs of the pharmaceutical practitioner in the United States with the view to make it when once launched the most efficient and practical school of its kind. Two departures from the then existing methods of teaching were made at the very commencement, departures which have found a place in our own school here at home. The first was the establishment of a special laboratory for practical courses in the art of compounding and dispensing physicians' prescriptions; the second, was the introduction of laboratory methods in the study of crude drugs. These were followed later by special laboratory courses in chemistry, galenic pharmacy, the manufacture of pharmaceutical chemicals, drug assaying, the examination of chemical and pharmaceutical products, food, water and urine, and the technique of bacteriology.

### Degrees and Examinations.

At present the Northwestern University confers two degrees in pharmacy. The first is that of Graduate in Pharmacy (Ph.G.), the second that of Pharmaceutical Chemist (Ph.C.). For admission to the college, a preliminary examination must be passed, the requirements for which, I am compelled to say, are extremely elementary. In fact, our own preliminary examination, much as it is criticised, and I think justly criticised, is more searching than the Chicago one. The subjects are only English and arithmetic. In the former, the candidate must show an ability to write English which is correct in orthography, punctuation, the use of capitals, grammatical construction and composition. In the latter the requirements go only as far as the knowledge of vulgar and decimal fractions, and

percentages and proportions. This examination can be excused a candidate if he can produce certain evidences of general education in the shape of certificates from various examining bodies, much as is the case with ourselves. The requirements for the degree of Ph.G. include regular attendance during two full school terms of twenty weeks each, which range from September to June. Half-time students finish their courses in two years instead of one. Each full week's work comprises thirty-two hours. Besides mere attendance during this time, the degree is not given without evidence of satisfactory completion of the required work, including good standing in the examinations throughout the courses and diligence and success in the laboratory work.

#### How the Work Is Divided.

The first session's work, from September to the end of January, comprises pharmacy, chemistry and botany. In the laboratory work under the first head are included the study of the properties of common plant substances, synthetical inorganic pharmaceutical chemistry and the production of galenical preparations. One hundred and sixty hours of laboratory work are devoted to this subject. The chemistry is partly theoretical and partly practical, going as far in the latter direction as volumetric analysis. Botany is dealt with in general rather than a special manner, the range of study being rather more extensive than the requirements for our Minor examination. In the second session, from February to June, the more advanced work of pharmacy, including dispensing and the study of the United States Pharmacopoeia, takes a prominent place, chemistry, pharmacognosy and a certain amount of human anatomy and physiology also being studied. In his second year, the student works for the higher degree of Ph.C., or pharmaceutical chemist. His work embraces a good deal of pharmacy still, including the pharmacy of organic chemicals, and the digestive ferments; the chemical constituents of vegetable and animal drugs, the Pharmacopoeias of the world, together with miscellaneous technical subjects. In chemistry he studies physical chemistry, corresponding to what we include under the head of physics, physiological chemistry, and a special course in organic chemistry, besides volumetric analysis of alkaloids and other volumetric processes of the Pharmacopoeia. He also takes up inorganic gravimetric analysis, the assaying and valuation of drugs and their preparation, and water and milk analysis. His work includes also microscopic work, partly devoted to examination of drugs, food products, etc., and partly of a more general character; also bacteriology, therapeutics and toxicology. At the conclusion of his course he must pass a satisfactory examination, and submit a thesis embodying the results of some piece of research. Courses for post-graduate study on special lines are also arranged. The equipment for this work is very complete. The college itself is an imposing edifice of six stories, containing liberal provision for lecture-rooms, laboratories, library and museum, professors' rooms, and the usual offices and other requisites of a well-appointed modern college building. The laboratories are all fitted up with steam, electricity and gas, and are well lighted and ventilated. The lecture room is large and airy, and equipped with every convenience for lecture demonstra-

tions, and is in easy communication with the preparation and apparatus rooms and with the chemical museum.

#### The Chicago Laboratories, Etc.

The laboratories are spacious and well fitted up. There is ample accommodation for more than four hundred students simultaneously. Taking them seriatim, the first is the laboratory for botany, microscopy and pharmacognosy, or, as we should call it, the histological laboratory. I must confess to a feeling of envy while looking over this room. It is about 50 feet long and 40 feet wide, lighted on three sides, but chiefly from the north and east, and it adjoins the museum, with which it is in communication. The tables are arranged to accommodate about six students each, and every student has his definite place allotted to him, with drawer or locker, of which he holds the key. Each place is supplied with two such lockers, so that two students can be accommodated at each place, working, of course, alternately. The microscopes in use are supplied by the college without charge. There are three principal chemical laboratories, which occupy one floor 110 by 105 feet. Their walls are of a special hard, impervious, smooth-faced brick, and the furniture and fittings are of oak. On the next floor above is a combustion room, which is paved with asphalt and provided with soapstone tables, etc. These three laboratories are devoted to general chemical work, qualitative and quantitative analysis, etc., to applied pharmaceutical chemistry, and to physiological chemistry respectively. The laboratories for pharmacy and dispensing are about 100 feet long by 50 feet wide. The two departments are kept separate, the former being supplied with steam water-baths, drying closets, steam stills, evaporating pans, fume chambers, etc.; while the latter is supplied with a complete outfit of the apparatus, implements and devices employed in compounding and dispensing medicines. In the same building, the university has fitted up a laboratory of human histology, and a bacteriological laboratory. These are primarily for the students of its medical school, but they are open also to students of pharmacy. Adjoining the histological laboratory is the museum of botany and materia medica. In this department the Northwestern University is far behind our Society. The museum occupies a corner room about 50 feet square, and gives assurance of ample space for some time to come. Though it contains several thousand specimens of vegetable drugs and related products, these are not yet worthy of the rest of the appointments. They are displayed as well as they can be for examination by the students. The herbarium, too, is not far beyond its infancy. There is a good library, which, of course, contains the works necessary to the student of pharmacy and to the scientific and practical pharmacist. In includes the standard text books, the national Pharmacopoeias of all countries, complete sets of the *American Journal of Pharmacy*, our own *Journal*, and other similar scientific and technical literature, together with all necessary recent works of reference. The staff of the school includes four professors, teaching, respectively, pharmacy, chemistry, therapeutics, and botany with materia medica; three assistant professors, attached to the chairs of pharmacy and chemistry, besides assistants and

demonstrators. The subjects taught are pharmacy, physics, chemistry, botany, microscopy, pharmacognosy, human anatomy and physiology, materia medica, therapeutics and toxicology, applied pharmaceutical chemistry, and bacteriology. The fees charged the students compare very closely with our own, for a ten months' course, extending over two semesters, as stated already, amounts to \$150, or about £30. Half-time students are charged \$37.50 for each semester of five months. The tuition for the whole second year of the course for the degree of Ph.C. is \$100. For most of the information which I have obtained concerning the college and its mode of working, I am indebted to Professor Schneider, who showed me over the building, and was so kind as to give me every facility for making myself acquainted with the details of the curriculum.

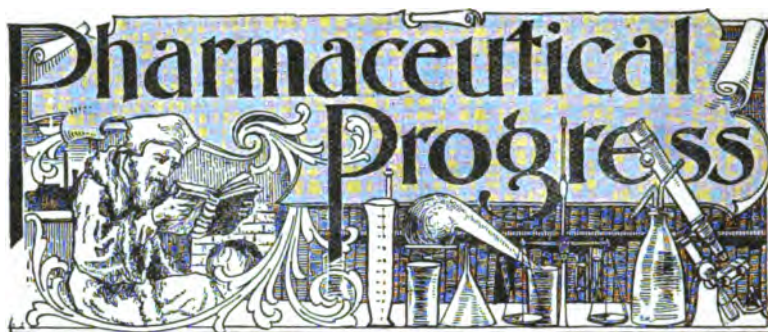
#### Pharmaceutical Education in Minneapolis.

From Chicago I went on to Minneapolis to spend a day, as I hoped, with my friends Professors McDougal and Westbrook, who take charge respectively of botany and bacteriology there. On my arrival I was disappointed to find that the latter, whom I knew well at Cambridge, was away at Montreal attending the meeting of the British Medical Association. The University of Minnesota, situated at Minneapolis, stands in a fine park a mile or two beyond the busy part of the city. It possesses very fine, well-appointed buildings, which stand well apart from each other in the park. Each department is consequently separately housed. The university confers the degree of doctor of pharmacy (Phm.D.) upon its graduates in pharmacy. Naturally its requirements exceed those of the Northwestern University. Every student upon whom the degree is conferred must be twenty-one years old and of good moral character, and must have studied at least two years, attending two full courses of lectures and laboratory practice. In some cases study at other colleges is accepted in lieu of the first of these, but the second must be undertaken at Minneapolis. During the courses regular attendance at all lectures and laboratory work is essential, and a satisfactory examination has to be passed at the completion of the term. Frequently students take three years instead of two. Professional examinations, both written and *viva voce*, are held at frequent intervals during the year. Some advantage is presented by these, inasmuch as all students who have obtained throughout the year 80 per cent of the marks in certain branches are excused the final examinations in such branches. There is a general entrance examination which may in the case of three-year students be prepared for at the college, provided it is passed during the first year of study. There are a number of preparatory schools in the neighborhood of the university where the subjects required for admission may be pursued. Practicing pharmacists, who may be desirous of taking certain branches of study, may avail themselves of the college facilities, but their studies and time are subject to regulation as special students. The time-table is a long one, but as the subject is an interesting one, perhaps I shall be pardoned if I quote it at length. In the first year the subjects studied are general pharmacy, metrology, nomenclature, pharmaco-technology, inorganic pharmaceutical chemistry, inorganic elemen-



tary chemistry, qualitative chemistry, pharmacal mathematics, physiology, botany, materia medica, pharmaceuticals, physics, pharmacognosy, microscopy, Pharmacopoeia and Latin. The second year is devoted to advanced courses in pharmacology, pharmaco-technology, inorganic pharmaceutical chemistry, organic pharmaceutical chemistry, inorganic general chemistry, qualitative chemistry, pharmaceuticals, pharmacognosy, microscopy and materia medica. Besides these, the following form part of the curriculum: Quantitative analysis, pharmaceutical and medical jurisprudence, bacteriology, toxicology, urine analysis, mineralogy, hygiene, Pharmacopoeia, unofficial pharmacy, proximate analysis and the chemistry of foods. I cannot, of course, enter into details of the courses of study in these subjects. They are very comprehensive and complete. Laboratory work follows each lecture, and has direct reference to the subjects treated of in the lecture. It is interesting to note that in pharmacognosy special attention is given to the examination of powdered drugs, and weekly test examinations are held. It is interesting to us to notice that among the books in use a prominent place is given to Flückiger and Hanbury's "Pharmacographia." A point which will, perhaps, call forth some comment, is that a course of homeopathic pharmacy is given, which comprises both lectures and laboratory work. It is part of the second year's curriculum. These subjects are treated by professors of pharmacology, including jurisprudence and sanitary science, materia medica and pharmacognosy, chemistry, organic chemistry, botany, bacteriology, physiology and hygiene; besides assistant professors and demonstrators. The laboratories are good, being spacious and well ventilated, and lighted and fitted up with every modern appliance. The lecture-rooms present a very different appearance to our own, being furnished with chairs instead of benches. Each chair has a fixed arm on the right-hand side, which carries a small book-rest or kind of table for the convenience of note-taking. The cost of the first year's training at Minneapolis is \$75, and that of the second year \$90, amounting in all to about £35, which is very low. Minneapolis is, indeed, in most respects an ideal place for a pharmaceutical student.

I am sorry that my time did not allow me to visit other educational establishments in the United States. I should especially have liked to see the work at the Highland Park Normal College, at Des Moines, Iowa, which is an institution of rather a different type. Like the others, it confers degrees upon its students, and it has this advantage in the State of Iowa that the State authorities in pharmacy will issue a certificate of registration to a candidate without further examination, on presentation of a diploma from the Highland Park College of Pharmacy. Comparing the courses in these higher schools of pharmacy in America with those of our own school here, it is at once seen that they are comparable in many respects. The completeness of the curriculum and the importance attached to practical laboratory teaching and work as contrasted with mere book work are approximately the same in all. Thus, the lines upon which we conduct the education of our students are found to be those which commend themselves to the judgment of the chief educational authorities in the United States.



#### Indelible Ink without Silver Nitrate.

—Grind 1½ Gm. of aniline black well with 60 drops of strong hydrochloric acid, and 42 to 43 Gm. of alcohol. The liquid thus obtained is diluted with a hot solution of 2½ Gm. of gum arabic in 170 Gm. of water.

#### Bacillus of Whooping Cough.—Dr.

H. Koplik has isolated from the sputum of patients suffering from whooping cough an anaerobic bacillus resembling somewhat that of diphtheria, which is believed by him to be the specific bacillus of whooping cough.

#### Iodides and the Bile Test.—H. W.

Volkmar calls our attention to a case in which the usual reactions for bile were given by a specimen of urine, where no bile was present. An investigation showed that the patient had been taking large doses of potassium iodide (12 Gm. daily). Small doses do not give any reaction in the urine.

#### Natural Wintergreen Oil an Irritant.

—Vidal reports (Nouv. Rem., xiii, 615) that he has found that natural oil of wintergreen caused a local irritation and in some cases eruptions when applied externally in the treatment of rheumatism. No such irritation was observed to follow the application of pure methyl salicylate, the "synthetic" oil.

#### Caroubinase, a New Enzyme.—M. J.

Effront finds, in the seeds of the carob, (*Ceratonia siliqua*), during the process of germination, a hitherto undescribed enzyme, to which he gives the name "caroubinase." It is produced especially after the seedling has developed a considerable amount of chlorophyll, and possesses strong liquefying and saccharifying properties.—Comptes rendus through *Pharm. Journal*.

#### Dika Oil.—This is a vegetable fat which

(*Chem. Trade Jour.*, xxi., 179) appears to be well suited for culinary purposes, being extensively used by the natives of the Cameroons. It is extracted from the fruit of *Iringia Barteri*. It is of about the same consistence as palm oil, somewhat darker in color, but has a decidedly agreeable taste. Small lots have found their way to London markets, but were not taken up, there being no demand for it.

#### Extract of Coffee.—Bardet gives the

following process for making concentrated coffee extract. Put a pound of freshly ground coffee into a large funnel and pour upon it three litres of boiling water. Collect the percolate and set aside, then pass more boiling water through the marc until a total percolate of five litres is obtained. Evaporate this second percolate on the water-bath down to half a litre, add the reserved portion,

and leave on the water-bath for twenty minutes. To this extract add 10 per cent of glycerin.

#### To Preserve Ergot.—Leon Aymonier,

(*Jour. de Pharm. et de Chim.*, 1897, 359) proposes to preserve ergot by coating the freshly gathered grain with an ethereal solution of Tolu balsam, and then preserving the whole ergot in stoppered bottles. He has been enabled to preserve ergot in this way from six to eight months, and thinks that there is no question that it might be so preserved indefinitely, without undergoing the slightest change, but he advises pharmacists to lay in a fresh supply of each succeeding year's crop and preserve it in this manner, throwing away the old stock left over.

#### Preparation of Tannalbin.—Schmidt

gives the following directions (*Pharm. Zeit.*, xlii., 538) for the manufacture of a preparation said to be quite equal to tannalbin, but which can be manufactured at less cost. Ten parts of a 10 per cent albumin solution are mixed with 6.5 parts tannin solution of equal strength and the precipitate collected. This is well washed, pressed and dried at 30° C., it is then powdered, sifted through a small sieve and spread out in thin layers, heated for six hours to 120° C. According to the author, a good tannalbin should not have a strong astringent taste, and should remain for the greater part undissolved after 23 hours' digestion at 37°-40° C. with artificial gastric juice; digested under the same condition with a 1 per cent soda solution it ought almost all to dissolve.

#### Perfumed Glycerin, an Excellent

Hair Oil.—Glycerin possesses in a high degree the property of extracting the fragrance from flowers. Besides, it has proved to be excellent for the skin as well as for the hair, so that it puts even the finest olive oil in the shade. If we take a vessel of best glycerin, putting into it lilacs, faded hyacinths, narcissus, lilies of the valley, mignonettes, violets, roses, lime flowers, jasmine flowers, etc., and leave them in for three weeks, they will have given off their whole fragrance to the glycerin when taken out. In this manner a hair oil is obtained that cannot be surpassed by any Parisian "parfumeur." Since glycerin can be mixed with water in any proportion (in contradistinction to the fat oils), a few drops may be poured into the water used for washing, in order to perfume it delicately.—*Sc. Amer.*

#### Best He Ever Read.

"The whole journal, from front to back, is the best I ever read."

JAMES T. MCPHERSON.

Jonesboro, Ind.



## THE PHILADELPHIA BOTANICAL CLUB.

The Philadelphia Botanical Club, which usually meets on the last Thursday of the month, celebrated Thanksgiving Day by convening one week earlier (on November 18th) in their rooms at the Academy of Natural Sciences, at 8 p. m.

The club is in a prosperous condition and good attendance is customary at the meetings.

On this occasion a treat was enjoyed by the members and visitors by listening to a paper on "The Flora of Bushkill Falls" by Dr. A. W. Miller, the well-known educator, botanist and druggist.

The first portion of the paper gave a vivid description of the delights afforded by the study of field botany. The notable botanists who were members of the party included Professor N. L. Britton, director of the Bronx Botanical Garden; E. P. Bicknell and Dr. Schoeny, of New York city; Professor Edward L. Green and Charles Louis Pollard, of the National Herbarium, Washington, D. C.; Dr. Joseph Crawford, Professor Stewardson Brown, Helen Marshall, Dr. Emily G. Hunt, Dr. Elizabeth W. Hunt, Edith L. Clark, Dr. Ida A. Keller and Dr. A. W. Miller, of Philadelphia; and Dr. Thomas C. Porter, of Lafayette College, who acted as guide.

Rare finds were made on the first day of the trip, among which may be mentioned *Coptis trifolia*; *Taxus Americana* and *Streptopus amplexicaulis*, which latter was obtained by Professor Brown at no little risk to life and limb.

A large bed of yellow moccasin flowers (*Cypripedium hirsutum*) was discovered; one of these flowers measuring  $1\frac{1}{2}$  inches in length; a magnificent specimen. On the second day, Dr. Porter being fatigued, Dr. Joseph Crawford volunteered his services as guide, and another series of interesting finds resulted. The curious walking fern (*Campytosaurus rhizophyllus*) grew in abundance on the rocky banks. A new species of *Nyssa* (sour gum) was added to Mr. Bicknell's list of trophies. The new *Scrophularia leporella*, recently separated from *S. nodosa* by Professor Britton, was pointed out and Dr. Miller, who is a classical scholar of high standing, explained the appropriate use of the pacific name, which is derived from *lepus*, a hare, in allusion to the resemblance of the flower to the head of a rabbit. The two most interesting finds of the day were a new dandelion (or rather an old re-identified), and the discovery of an entirely new violet by Dr. Crawford, which was named by him in honor of their guide, *Viola Porteri*, Crawford. The violets afforded no little material for discussion and argument, as they grew in such profusion, and shaded into one another by such imperceptible gradations. The following were the species entered on the check list, however, as found: *Viola pedata* (L.); *obliqua* (Hill); *blanda* (Willd.); *rotundifolia* (Michx.); *pubescens* (Ait.); *Labradorica* (Schränk.); *scabriuscula* (Schwein.); *orata* (Nutt.); *sororia* (Willd.); *villosa* (Walt); and the *Viola Porteri*, before mentioned.

It may be astonishing news to some botanists to know that they have unknowingly been walking over two species of dandelion, but such is undoubtedly the

case. It was mentioned as early as 1821 by Anton Andrzyszowski, who attached to it his name as its discoverer. It differs notably from the common *Taraxacum officinale* in several particulars. The colors of the achenes are crimson, bright-red or reddish-brown instead of grayish. Its pappus is tawny or dirty-white in color and its leaves are far more deeply divided into narrowly triangular segments; the whole plant is smaller in size than *T. officinale*. The latter contains from 160 to 180 florets in a head, while the new species (named *Taraxacum erythro-spermum* from the color of its seeds; erythros, red, and sperma, seed), contains not more than 70 or 80. The head is smaller in the *T. erythro-spermum* and more of a sulphur or lemon-yellow color, and the bracts have a corniculate appendage near the tip which are not seen in the *T. officinale*.

There is a possibility that this new species is a native American species, which would be of great interest to American botanists. Next year every collector will collect and dissect dandelion in order to add this variety to their herbariums, and it will no doubt be found that in many localities this species is in more profusion than the *T. officinale*.

The meeting was voted a success, and the members departed pleased with their evening's entertainment.

## MISCELLANEOUS FORMULAS.

The following are taken from the British and Colonial Diary for 1898, which is just at hand:

### TOILET VINEGAR.

Essence of bergamot .....	10 mms.
Essence of musk .....	15 mms.
Essence of neroli .....	10 mms.
Essence of tonquin .....	$\frac{1}{2}$ dm.
Otto of rose .....	5 mms.
Glacial acetic acid .....	1 dm.
Alcohol .....	3 ozs.

### COLORING FOR POMADE,

Anatto seeds, freshly crushed ...	1 oz.
Sesame oil .....	10 ozs.

Digest in a covered vessel at 120° F. for seven days, then strain and filter; add a little of this to the pomade and let it settle, as the tint changes on cooling. When you have got the required tint make a note for future reference.

### NASAL OINTMENT.

Eucalyptol .....	1 to 4 grs.
Lanoline .....	30 grs.

### INK FOR STYLOGRAPHIC PENS.

Indigo carmine .....	1 dm.
Powdered gum acacia .....	$2\frac{1}{2}$ dms.
Tannic acid .....	320 grs.
Pyrogalllic acid .....	10 grs.
Sulphate of iron .....	220 grs.
Liquid carbolic acid .....	1 dm.
Simple syrup .....	$1\frac{1}{2}$ dms.
Distilled water .....	20 fl. ozs.

### LEMONADE POWDER.

Citric acid .....	25 grs.
Powdered white sugar .....	$1\frac{1}{4}$ ozs.
Soluble essence of lemon .....	1 dm.
Butter coloring .....	q. s.

Rub the sugar and essence of lemon with the butter color until nearly dry, then mix with the citric acid.

### BROWN SHOE POLISH.

Yellow wax .....	$3\frac{1}{2}$ ozs.
Palm oil soap .....	$\frac{1}{2}$ oz.
Pearl ashes .....	1 dm.
Bismarck brown .....	3 dms.
Turpentine .....	10 ozs.
Boiling water .....	10 ozs.

Melt the wax in the turpentine, dissolve the soap, pot. carb. and dye in the boiling water, mix and stir till cold.

### WORM CAKES FOR DOGS.

Powdered areca nut .....	5 grs.
Santonin .....	1 gr.
Molasses .....	q. s. to mass. Fiat pil.

Dose—One or two pills, according to the size of the dog.

### TOOTHACHE JELLY.

B.P. glycerin suppository basis ..	4 dms.
Creosote .....	1 dm.
Cocaine hydrochlorate .....	6 grs.

### LIQUID GLOVE CLEANER.

Ether .....	1 part.
Benzol .....	2 parts.

Put the gloves on the hands, and rub thoroughly with the solution with a clean piece of flannel. Let the greater part of the fluid evaporate, then remove the gloves from the hands, and hang them in a current of warm dry air until the smell of the liquid is dissipated.

### ARTIFICIAL ESSENCE OF RASPBERRY.

Acetic ether .....	10 mms.
Amyl acetate .....	20 mms.
Amyl valerianate .....	10 mms.
Amyl butyrate .....	4 dms.
Liquid extract orris root ....	4 fl. ozs.
Glycerin .....	$1\frac{1}{4}$ fl. ozs.
Tinct. cochineal .....	$\frac{1}{2}$ fl. ozs.
Alcohol .....	4 fl. ozs.

### ESSENCE BOUQUET.

#### (I.)

Ess. musk .....	2 ozs.
Ext. tuberosa .....	1 oz.
Otto de rose .....	30 mms.
Ess. bergamot .....	45 mms.
Ol. neroli .....	30 mms.
Ext. jasmine .....	5 ozs.
Oil of patchouli .....	1 mm.
English oil of lavender .....	12 mms.
Alcohol .....	2 pta.

#### (II.)

Ext. rose .....	1 pt.
Ext. ambergris .....	2 ozs.
Ext. jasmine .....	1 pt.
Oil of lemon .....	2 dms.
Oil of bergamot .....	4 dms.
Ext. musk .....	1 dm.

The following are translated for the AMERICAN DRUGGIST from the second edition of Ad. Vomacka's Pocket Formulary.\* The formulas are not taken seriatim, as they occur in the book itself, some of those which do not appear to be suited to the demands of the trade in the United States being omitted.

### ANTIFER.

Oxalic acid .....	4 drs.
Aluminum .....	4 drs.

Melt together at a temperature not exceeding 120° C. and pour into moulds so as to form pencils about a fifth of an inch thick. These are to be used for removing ink spots.

### BALSAM FOR SORE NIPPLES.

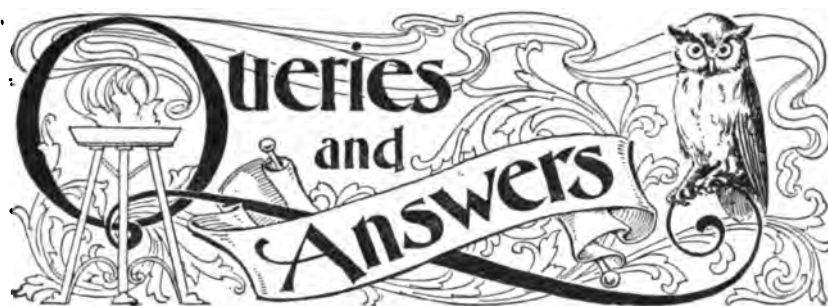
	Parts.
Olive oil .....	12
Ichthyol .....	3
Salol .....	3
Balsam Peru .....	3
Gum arabic .....	10
Neroli water .....	12
Lime water to make .....	100

Make an emulsion and apply locally.

### FROST BALSAM.

	Parts.
Iodine .....	8
Camphor .....	5
Oil of turpentine .....	80
Venetian turpentine .....	15
Collodion .....	120

\* Taschenbuch bestbewahrter Vorschriften für die gangbarsten Handverkaufsartikel der Apotheken und Drogenhandlungen. Von Adolf Vomacka, Ph.M. Zweite verbesserte Auflage. V. Harleben's Verlag. Wien, Pest, Leipzig.



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

**To Preserve the Color of Plants.**—M. E. A.—One of the methods which has been most generally recommended for drying plants in their natural state may be carried out as follows: Place a sufficient quantity of sand to cover the flowers thoroughly in a tin pan, warm the sand to about 120° F., then add one part of paraffin in fine shavings to each 100 parts of sand, scattering it about over the sand and stirring it in gradually so that the paraffin becomes thoroughly distributed over the grains of sand. Lay the flowers and leaves to be treated on a layer of this sand and then pour over them sufficient sand to cover them fully; maintain this at a temperature of about 120° F. for 24 hours, then pour off the sand and it will be found that the plants will have dried with very little loss of color and retaining their shape.

Where green foliage alone and not colored flowers are to be preserved, the following process, which has been recently recommended by E. F. Woods, in the *Botanical Gazette*, will be applicable. Air is removed as completely as possible from the surface and intercellular spaces of the plants by immersion in 90 to 95 per cent alcohol, or an air-pump may be employed. The plants are next immersed in dilute glycerin (5 per cent), to which a bluish tint has been imparted by means of copper sulphate or acetate. The copper combines with the chlorophyll, forming copper phyllocyanate, which is practically insoluble in any ordinary preservative medium except strong alcohol, and is not affected by light. Any excess of copper salt may be dissolved out by a mixture of dilute glycerin and formalin, which may also be employed with advantage as the preservative medium.

**Fruit Ethers.**—J. B. F. asks us to describe the manufacture of the fruit ethers, particularly oenanthic, acetic, formic, valerianic, pelargonic, butyric, amyl acetate and amyl butyrate.

Pelargonic and oenanthic ether stand for the same thing; its preparation is described very fully in the United States Dispensatory, and you cannot do better than refer to this. Acetic ether is official in the U. S. Pharmacopoeia and the process for preparing it is given in the dispensatories. Formic ether is prepared by distilling a mixture of seven parts of dry sodium formate, ten of oil of vitriol and six of strong alcohol. The formic ether is separated from the distilled product by the addition of water. Valerianic ether

is made by mixing amylic alcohol with sulphuric acid and adding valerianic acid when cold. It forms, when diluted with alcohol, a flavoring liquid known as apple essence. Butyric ether is made by mixing butyric acid with alcohol and sulphuric acid. It forms the pineapple essence. Amyl acetate is made by distilling a mixture of fusel oil, potassium acetate and concentrated sulphuric acid. It possesses the odor of the Jargonelle pear. Amyl butyrate is a product of distillation like butyric ether; it is the amyl ester of butyric acid.

**Fruit Essence Formulas.**—J. B. F.—The following are formulas original in this journal, having been contributed to its pages a little over two years ago by Frank Edel, of Des Moines, Iowa. He recommends the use of linalyl formate, a liquid which has an aroma resembling the oils of petit grain and bergamot. We give the formulas below:

#### EXTRACT APRICOT.

Linalyl formate.....	90 mms.
Glycerin .....	1 oz.
Amyl valerianate.....	4 dms.
Alcohol .....	11 ozs.
Fld. extract orris.....	1 oz.
Water, q. s. ad.....	1 pt.

#### EXTRACT APPLE.

Glycerin .....	1 oz.
Amyl valerianate .....	4 dms.
Linalyl formate.....	45 mms.
Fld. ext. orris.....	1 oz.
Alcohol .....	11 ozs.
Water, q. s. ad.....	1 pt.

#### QUINCE EXTRACT.

Fld. ext. orris.....	2 ozs.
Oenanthic ether .....	1½ ozs.
Linalyl formate.....	90 mms.
Glycerin .....	2 ozs.
Alcohol .....	70 per cent to 3 pts.

#### PEACH EXTRACT.

Linalyl formate.....	120 mms.
Amyl valerianate.....	8 dms.
Fld. ext. orris.....	2 ozs.
Oenanthic ether.....	2 dms.
Oil rue (pure German).....	30 mms.
Chloroform .....	2 dms.
Glycerin .....	2 ozs.
Alcohol.....	70 per cent to 3 pts.

**Treatment of Frost Bite.**—Dawson City.—Ichthyol, which has been found so useful in a wide range of skin troubles is recommended, in combination with resorcin and tannin, for the cure of frost bite, by a Norwegian physician. He suggests the following formula:

	Grams.
Ichthyol .....	15
Resorcin .....	15
Tannin .....	15
Distilled water.....	75

This should be applied every night to form a varnish-like coating over the skin.

**Worcestershire Sauce.**—W. J. McK. W.—The formula, as previously printed in this department, stands thus:

Liver .....	24 lbs.
Water .....	10 gals.

Boil the liver in the water for twelve hours; then chop it up and work with the water, strain and add—

White vinegar.....	15 gals.
Walnut-ketchup .....	10 gals.
Mushroom-ketchup .....	10 gals.
Madeira wine.....	5 gals.
Canton soy.....	4 gals.
Table salt.....	25 lbs.
Powdered capsicum.....	2 lbs.
Powdered long pepper.....	1 lb.
Powdered allspice.....	1 lb.
Powdered coriander.....	1 lb.
Powdered mace.....	½ lb.
Powdered cinnamon.....	½ lb.

Bring the whole to the boil, and allow to simmer for five minutes; then allow to cool, and add 4 oz. of asafetida dissolved in a bottle of brandy. Strain through a coarse hair sieve, and bottle.

**That Difficult Suppository Mass.**—J. R. F. W. writes to say that he has had a little difficulty in turning out a presentable suppository from the formula quoted in the preceding number of the *AMERICAN DRUGGIST*. He infers that the large quantity of fluids is the cause of the trouble. This, he states, can be overcome by the addition of the cacao butter of a slight amount of spermaceti. He suggests the following formula:

Ol. theobroma .....	853 gra.
Spermaceti .....	45 gra.

Incorporate the drugs with a small quantity of the cacao butter; melt the spermaceti with the remainder of the cacao butter and make a mixture of the two. The mass is then poured into suitable moulds or allowed to cool, and afterwards divided and shaped by mechanical means.

Using gelatin as a basis, the following formula works nicely:

Gelatin .....	280 gra.
Glycerin .....	680 gra.
Alcohol .....	90 gra.

Macerate the gelatin in water until it is soft; melt the gelatin thus softened with the glycerin by the aid of heat, finally incorporating the medicinal substances previously suspended in alcohol.

**Cigar Spotting Fluid.**—A. P. sends samples of a liquid and powder used by cigar-makers for spotting the leaf, to give the wrapper of an inferior tobacco the appearance of a Sumatra wrapper. As we have before pointed out, the speckled appearance of certain wrappers is due, in the natural state, to the work of a species of fungus that attacks the growing tobacco. An examination of the fluid sent by our correspondent shows it to be a fairly concentrated solution of hydrogen dioxide. The powder consists of ammonium carbonate. The directions for using this speckling compound are to dissolve one-fifth part of the powder in five parts of the fluid. The solution is best applied by means of a pointed stick. The formula of a preparation used for a similar purpose will be found in our issue of September 25th, on page 189.

**Stove Polishes.**—S. A. K.—Black lead forms the basis of most of the stove polishes on the market. It is combined with water and sugar to form a paste and is also put up in solid form. An excellent preparation is made by mixing the finely

powdered black lead with water glass or sodium silicate solution. A satisfactory article may be made with the following formula:

Black lead .....	16'ozs.
Water .....	4 fl.ozs.
Gum turpentine .....	4 ozs.
Sugar .....	1 oz.

Knead thoroughly and put up in boxes preferably of tin to hold, say, one ounce. The polish is applied with a brush.

**Syrup Hypophosphites** (Churchill's).—H. G. L.—This is the official syrup of the Pharmacopoeia, to which work we would refer you.

**Cause of Sulphuretted Odor in Syrup Hypophosphites.**—L.—Various theories have been advanced to account for the origin of the sulphuretted hydrogen sometimes evolved from compound syrup of hypophosphites. Some investigators trace the odor to the decomposition of the ultramarine used to give certain sugars their bluish white appearance. Some chemists point to the presence of sulphites as the incriminating substance. When to an alkaline sulphite in aqueous solution is added an excess of hypophosphorous acid, sulphurous acid and then sulphurated hydrogen are formed and can be recognized by their smell. Since sulphites are, however, rarely found in commercial samples of hypophosphites, there may be something in the ultramarine theory after all.

**Crystals in Telephone Batteries.**—H. H. S. & S., in a communication, dated November 22d, advise us of the mailing of a few samples of crystals that were formed in one of three battery jars used in operating a long-distance telephone. The crystals are regular in shape and weigh from half a grain to nearly two drachms. Our correspondents are unable to state the composition of the fluid, but are of the impression that it is a bichromate and sulphuric acid mixture. They ask us to name the composition of the crystals, how they are formed and why they should develop in one only of the three jars.

Until we have seen the crystals we are unable to say anything definite about them. They may consist of potassium sulphate, or it may be that the solution became supersaturated from some cause, and deposited freshly formed crystals of potassium bichromate.

### Food for Potted Plants.

Muller-Thurgau recommends the application of the following mixtures for promoting the growth of potted plants:

	Parts.
Potassium nitrate .....	30
Potassium phosphate .....	25
Ammonium sulphate .....	10
Ammonium nitrate .....	35

Where flowers are blooming or where blooming is to be promoted he recommends the application of ammonium nitrate alone.

### Cause of Arsenical Poisoning by Wall-Papers.

Thomas Bolas, F.C.S., states, in the *Journal of the Society of Arts*, that the work of Gosio and of Emmerling seems to have cleared up the mystery why arsenical wall-papers do mischief. They find that certain moulds, including the common *muror mucedo*, have the remark-

able property of decomposing arsenical compounds with the evolution of volatile products containing arsenic. Papers containing the smallest amount of arsenic are the most dangerous, according to these authorities, as the moulds do not grow on the stronger ones.

## CORRESPONDENCE.

### How to Buy Photographic Supplies.

To the Editor:

Sir: In the issue of your valued paper of November 25th is an article entitled, "How to purchase photographic stock." In this article, the author proposes three presumably ideal lots of photographic supplies, which the druggist is to buy, the first costing \$51, the second \$100 and the third \$191. In none of these lists appear such well-known photographic items, as for instance, the Kodak or Hawkeye cameras, the Seed or Cramer plates. It has been found by many of my fellows that a good line of photographic supplies is not only profitable of itself, but adds very greatly to the general attractiveness of the store. But surely no druggist would want to carry the more or less proprietary articles of only one house. Magazine advertising has done so much to instruct the public that there is a popular demand which covers a wide range of goods.

I would suggest as a good initial order for the druggist the following list, which I believe may be obtained from practically any dealer in photographic supplies in any part of the United States, and would cost in the neighborhood of \$65.

	Wholesale.	Retail.
2 Premo cameras, $3\frac{1}{2} \times 3\frac{1}{2}$ , at \$3.50..	\$7 00	\$10 00
1 Premo B camera, 4x5, at \$11.20..	11 20	16 00
1 Bo-Peep A Camera at \$8.40.....	8 40	12 00
3 Eastman's A-B-C outfits at \$1.12 $\frac{1}{2}$ ..	3 38	4 50
3 Bull's-Eye outfits at 75c.....	2 25	3 00
500 4x5 Mantello card mounts, 93 $\frac{1}{2}$ c..	4 69	6 25
500 3 $\frac{1}{2} \times 3\frac{1}{2}$ Mantello card mounts		
66 $\frac{1}{2}$ c .....	2 81	3 75
6 3-oz. jars Higgins' paste at 11 $\frac{1}{4}$ c..		68 90
3 6-oz. jars Higgins' paste at 18 $\frac{1}{2}$ c..		56 75
6 1-inch, tin-bound brushes, at 16c..		96 1 20
3 tripods, at \$1 .....		3 00 4 50
6 ruby lamps at 50c .....		3 00 4 50
6 3 $\frac{1}{2} \times 3\frac{1}{2}$ printing frames at 16 2-3c..		1 00 1 50
6 4x5 printing frames at 16 2-3c .....		1 00 1 50
12 doz. 4x5 Seed plates, No. 27		
at 45 $\frac{1}{2}$ c .....	5 46	7 80
12 doz. 3 $\frac{1}{2} \times 3\frac{1}{2}$ Seed plates, No. 27		
at 26 2-3c .....	3 20	4 80
6 8-oz. bottles Eikonogen at 22 $\frac{1}{2}$ c..	1 35	1 80
6 8-oz. bottles hydrochinon at 22 $\frac{1}{2}$ c..	1 35	1 80
6 bottles Solio toning solution at		
87 $\frac{1}{2}$ c .....	2 25	3 00
6 doz. 4x5 Solio paper at 11 $\frac{1}{4}$ c.....		68 90
6 doz. 3 $\frac{1}{2} \times 3\frac{1}{2}$ Solio paper at 11 $\frac{1}{4}$ c..		67 90
60 4x5 fibre trays at 21c .....	1 26	1 68
6 4x5 Japan trays at 15c .....	90	1 20
	\$67 06	\$94 23

The above list suits the demands of the trade in my locality, so far as this can be done, within the price limits set. It does not follow, however, that it would be equally well-suited to the demands of a different section, where possibly different lines of goods are popular; and before embarking in the trade, the druggist would do well to consult some of his prospective patrons as to their individual preferences as to brands, etc.

Brooklyn.

J. JONES.

### Photographic Supplies—A Criticism.

To the Editor:

Sir: I notice in your issue of November 25th an article by W. I. Scandlin, which purports to be written in the interest of the druggist desiring to take up the sale

of photographic specialties in connection with his regular business. Anyone who knows anything at all about photographic goods, from a commercial standpoint, will at once perceive that with scarcely an exception, the goods recommended in the article referred to emanate from one source, directly or indirectly. Yet all would be well, if they were not mentioned as the essential staples for a first stock order, whereas no reference is made to the goods universally known and daily called for in the photographic trade as are the Premo, Poco and Henry Clay cameras, the Eastman kodaks and films, Carbutt, Hammer and Cramer plates, Albuta and Nepera paper, etc., etc.

I am of the opinion that the sale of photographic supplies is a natural side line of the drug trade, and the fact that many druggists throughout the country are conducting a satisfactory business in photographic supplies, bears me out in this belief, but anyone going into a new thing needs encouragement in order to urge him on toward all its great possibilities, the true encouragement which foretells reasonable obstacles, while pointing out the best way to surmount them. Certainly if the druggist in placing his first order finds that his available capital has been used up in just the special line of one manufacturer, while the trade in his vicinity demands a varied assortment, and calls for goods entirely different from those that have been sold to him, he is bound to be disappointed, and will give up what he must naturally consider, under these circumstances, as a bad business.

It is impossible to give a druggist in the columns of a paper a list of the goods which must comprise a stock order, as intending dealers must and can only be advised individually, according to the locality in which they are situated. In some sections of the country this or that brand of plate has been advertised more extensively, and consequently the popular demand is for the brand advertised, and it would be folly to expect that the new dealer could influence buyers at first in favor of another brand, even though it were superior. It might be done by degrees, but can the poor druggist afford to have his goods become stale on the shelves in the meantime? The druggist who intends to embark in the photographic business should first inquire and satisfy himself of the jobber, who is the better qualified to advise him from past reputation and experience, and who will conscientiously furnish him with salable goods. After settling this point in his mind, he should study for himself the tendency of the trade in his locality, and he will then meet with success in his new venture.

New York, Dec. 6th.

J. C. WELLS.

### Color Without Coloring Matter.

Charles Henry, director of the physiological laboratory of the Sorbonne, Paris, has discovered a method of making color without the use of pigments which involves a principle which has not heretofore been understood.

Every one has observed the iridescent tints taken on by oils, petroleum, etc., when spread out in thin layers upon the surface of water. The same iridescence is observed in the soap bubbles with which children play. Hitherto no one has deemed it possible to fix the colors produced under these conditions, but M. Henry has recently invented a process

which renders it possible for him to fix these colors to which he gives the name "erichromatine."

Before presenting the process in detail we will give here some explanation concerning the formation of the colors and tints caused by the thin layers of liquids above referred to. A mixture of the entire seven colors of the spectrum produces white. A less complex mixture is also capable of producing white, and when a mixture of any two colors is capable of doing this these colors are said to be complementary to each other. Thus red is the complementary color to blue or yellow; violet is the complementary of green, etc.

The special sensation produced by colored objects depends upon a principle which is uniform in its application, and which consists in the reflection or absorption of the various light rays. The rays reflected are those which impart a sensation of color.

M. Henry distinguishes between the pigmentary colors and luminous colors (couleurs lumieres) or "natural" colors. These latter are observed in soap bubbles and in light passing through very thin metal plates, and also on the surface of water on which small quantities of oily substances are spread. In these cases there is a total absence of any pigmentary color, the colors which impress the eye being the luminous colors (couleurs lumieres) above referred to, which are produced by the interference of the undulations of the light, the colors produced depending upon the depth of the layer causing the interference. Violet requires the least depth of any of the colors. M. Henry has been able to fix these non-pigmentary colors in a permanent and indelible manner on glass, paper, metal, etc., without the intervention of any pigmentary matter.

His process is a very simple one, and is substantially as follows: He takes a rectangular tank, to which are affixed a number of small faucets near the bottom. On the bottom of the tank he places either a piece of impervious paper, of ground glass, wood or stone, upon which the coloring is to be deposited, though care must be taken not to have the stone porous. He fills a tank with water and covers the surface of the water through a pipette with a solution of some resin, tar or bitumen, which is acted on by light in a volatile solvent. This solution spreads out in a thin layer under a superficial tension on the surface of the liquid. As soon as a pellicle is formed on the surface, a whistle is sounded immediately above the liquid, the depth of the tone determining the number of vibrations, and these in turn determining the colors formed in the pellicle. The pellicle gradually hardens, and the water is drawn off from below, allowing the pellicle to subside to the bottom of the tank, where it is deposited on the glass, paper or metal, left there for the purpose, and, when dried, produces a most attractive and a remarkably rich moiré effect.

#### Chrome Cement for Glass.

Gelatin .....	1 drm.
Water .....	2 ozs.
Potassium bichromate .....	10 grs.

Dissolve the bichromate in 2 drachms of water; dissolve the gelatin in the remainder of water and mix just before applying. When applied expose to sunlight for several hours, when the cement will become impervious even to water.



#### A MODEL DRUGGIST.

By M. QUAD.

THERE may be another druggist in this world the equal of Hazen, who departed this life the other day, but I know I shall never find him. There are druggists and druggists. Hazen wasn't born for a minister, lawyer, doctor, plumber or blacksmith, but for a druggist. He was suave, courteous, cheerful, calm and nervy. He never took sides in politics, had no religion to dispute about, and nothing ever rattled him.

The beginning of our acquaintance was a pleasant incident. I had been lured into the store by a bargain in toilet soap, and Hazen had entered into a lengthy, but interesting dissertation on the subject of fly-specked toilet soap at 3 cents per cake, when a man came rushing into the store and exclaimed:

"My God, man, but you sold me morphine for quinine and have killed my wife!"

I jumped a foot high, and felt my hair trying to stand up; but not so with Hazen. He finished his harangue by warning me that sassafras-scented soap was not made from sassafras root—not by a jugful—and then calmly turned to the man, and said:

"Let's see! Your name is Dover, isn't it?"

"Yes; and my wife has taken two of your morphine capsules and won't live an hour!" shouted the man.

"Just so—just so. Will you have a glass of soda water, Mr. Dover?"

"My God—My God! but what an awful mistake!" groaned the man.

"You see," continued Hazen, as he toyed with a tooth-brush from the basketful on the show-case, "you were in here about half an hour ago. You asked for quinine capsules. I put them up for you. Had your wife taken two after you got home she would not be in a dying condition now. It takes morphine longer to act than that. A doctor and a stomach-pump will save her. She doesn't want to be saved, however. It so happened that I sold the last speck of morphine in the store this morning, and though I telephoned for more it has not arrived yet."

"Then—you—you—?"

"Then I put up quinine—only quinine, Mr. Dover."

"Thank God—Thank God!" almost sobbed the excited man as he rushed from the store.

"You see," said the druggist to me, as he ran his finger over the tooth-brush in an absent way, "I am not contending that fly-specks add to the virtue of toilet soap; but neither will I admit that they detract. It is an open question—a problem which may be unsolved for years to come!"

On another occasion I had made the purchase of a five-cent sponge as an excuse to enter the store and admire Hazen for a few minutes, and the purchase had almost been concluded, when a wild-eyed man with a gun in one hand and a letter in the other kicked the door open and almost yelled:

"Perfidious wretch, but I have caught you at last, and now you shall feel my vengeance! I suspected that my wife received this letter to-day, and holding this pistol to her head I made her give it up!"

"Your—your name is Jones, I believe?" replied the druggist, in an absent way as he continued to look over the sponges.

"No, sir—it's Philbrick!" shouted the man.

"Oh! I see. Well, Mr. Philbrick, what can I do for you this evening?"

"Do! Do! You can explain this letter and then die!"

"A letter? Ah! yes—a letter to Mrs. Philbrick. I did not write it. I never even saw her. There are several corner drug stores in this town, and you have got us mixed up."

"Do you pretend—I!" shouted the man with the gun, as he waved it on high, when Hazen suavely interrupted with:

"Some other corner drug store, please, as I am very busy just now."

Then he turned to me and explained that sponges were a marine growth found in tropical seas—that they were bleached before coming into market—that 5 cents was less than the original cost of a clothes-cleaning sponge, and I don't believe he even heard the man with the gun back out and slam the door.

Again, as I hypocritically purchased a 5-cent box of chloride of lime in order to have an excuse for hanging about the store a few minutes, a woman with bare head and woe-begone expression entered and exclaimed:

"Mr. Hazen, my husband has struck me again!"

"Struck you again? I see," replied the druggist without looking up from his work of filling a prescription.

"And I don't care to live a day longer—not a day!"

"Not a day," he repeated.

"He shall come home in the morning and find me dead and cold, and I don't care if it breaks his heart. The idea of his daring to strike me!"

"Yes, the idea."

"I want some poison, Mr. Hazen. What would you recommend?"

"Why, we have arsenic, strychnine, morphine and several other sorts, all warranted to do the business. I think arsenic will suit you best of all. Here are ten grains. Good-bye, Mrs. Taylor."

And he handed her a package of chalk and began telling me about chloride of lime and other disinfectants, and he didn't



see the woman fling the package into a soap-box and sail out in a huff. These and scores of similar incidents endeared Mr. Hazen to me and made me his staunch admirer. He was not rattled even when the doctor told him that death was only a few hours away. On the contrary, he smiled and sought to rub his

hands, as if greeting a lady customer at the store, and cheerfully whispered: "Just so, doctor—just so. Hope the public will not fail to take advantage of my cut-down sale next week—all cough medicines cut half in two, and genuine castile soap for less than the cost of importation."



## ADVERTISING AID. HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

### THE HOLIDAY SEASON.

THE next two weeks will be a season of good will. People will feel generous and charitable. Their purse strings will be more relaxed than at any other time during the year.

Display your own good will. Be good to the people. Try to help them; try to do them little favors. They will never be in a more receptive mood. Give your store a holiday air. Spend a little money for decorations, if you intend to make any bid for holiday trade. Have enough help to quickly handle all the custom that comes. There will be pushing, jostling and ill-temper in many places—seldom in drug stores, but bad for any store. There are always many who will buy where buying can be most expeditious, and drug stores can get much of this trade.

It will be a good plan in many cases to give little presents and souvenirs to your customers; and there's a chance for a good deal of discrimination in this matter. The holiday season is a good time to get hold of people, and you should use your knowledge of human nature and of the personal characteristics of your patrons in deciding how to do it best.

### Criticism and Comment.

Editor Business Hints:

Sir—Your prediction some time since that my four-page folder would bring me good returns has been fulfilled. It was the best ad., and brought me the best returns of any I ever issued. I repeat the style and size in the enclosed, which I would be pleased to have you criticize.

Lancaster, Pa.

WM. O. FRAILEY.

### They Are Kidney Shaped

And are made to relieve pains and aches in the region of the kidneys and back. That is why they are called Kidney Plasters. They are composed of gums and extracts of great medicinal merit, incorporated with the India rubber. They are made for us by Johnson & Johnson, the largest and best plaster house in the world.

As a curative for a lame back, acute or chronic, inflammation of the kidneys, and, in fact, for all kidney complaints and disorders of the urinary organs, bladder or liver, they have no equal. Price, 25 cents.

### Frailey's East End Pharmacy.

The circular enclosed is a good, clean, businesslike one, and I see nothing about it that is not as it should be. It consists of four pages, printed in blue, in type a size larger than here shown. There are two or three complete ads. on a page, each ad. having a bold headline. The ad. reproduced is a fair sample of the character of all of them. Definite articles of stock are chosen, and definite information is given. You are told what the article costs and where you can get it. These are the essential features of good advertising.

### Price-List Advertising.

The Central Pharmacy, Fassett & Conklin, proprietors, Nyack, N. Y., send in a little twenty-four-page price-list, on the margin of which they have written, "Mailed to druggists on application." Any reader of this department who contemplates issuing a similar publication can, therefore, feel at liberty to send for this one. Half the pages are given to lists of cut-prices on proprietary remedies. Four or five of the remaining pages are reserved by Fassett & Con-

klin for their own advertising, and the rest have been sold to merchants in other lines. This plan will do very well in case of a price-list, but is not so advisable in other advertising. As a rule, it pays best to go it alone, foot the bills and use all the space for one's own business.

I will have to fall out with the author of this pamphlet in regard to the introductory page, which reads as follows:

To the Dear Public—This book is issued for your perusal, hoping it may benefit your pocket and ours also.

We will not weary your patience by springing on you that ancient "chestnut," "Best Goods at Lowest Prices."

as every drug man the world over has warbled that song in the public ear for the last ninety years.

We think our drugs are "not so worse" and the prices herein quoted tell their own story.

We don't think it's a good practice to take drugs anyhow, but if you insist on doing so, buy them of Fassett & Conklin, of course.

It is not a good plan to discredit one's own business or to criticize the failings of those on whom one depends for bread and butter. It is hardly the thing to tell people that they show poor judgment in taking drugs, and then ask them to come and kiss the hand that smites them. They would be apt to go around the corner and buy of the man who did not twit them with their failings, and who felt that in conducting a drug store he was helping to supply a legitimate need of humanity. I don't suppose the writer meant that his lines should be taken in this way, but there are a lot of people who will so take them. The whole ad. has a flippant sound and is apt to make just the wrong impression on many people.

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Editor Business Hints:

Sir—I send under separate cover my latest effort in advertising. This is the outcome of one of your articles in "Business Hints," advocating the use of some local subject on a calendar. Would like to have you criticize it in the next issue of the AMERICAN DRUGGIST. Everybody in this town, man, woman and child, knows Johnny Garrigan (the subject of the cut), and to say the calendar is a success is putting it rather mildly. By having a half-tone cut made and by having a local printer get out the job, I have reduced the cost of 1,000 copies to \$3 less than a stock calendar of equal appearance would have cost.

The catch phrase, "Oh, I don't know," is Johnny's invariable salutation to everybody he meets on the street, and is as common here as Jersey mud. Thanking you for the many ways in which you have been a help to me, I remain,

H. W. REUSSWIG.

Somerville, N. J.

Mr. Reusswig has secured a first-class likeness of one of those "characters" which are common to every community. He has been made to hold a banner on which attention is directed to Reusswig's Pharmacy.

The calendar is a good one, and can be depended on to do all that any calendar can. In any case, where an illustration is to be used, something of a local character is always best. It is sure to attract three times the attention that any general subject would. The entire make-up of this calendar is excellent.

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### Concerning Posters.

Jos. Sieke, Mount Hope, N. Y., submits a poster, at least I take it for a poster, as it is about 18 x 24 inches in size and printed from poster type. I can think of no other purpose it could serve. The wording is as follows:

Mount Hope Pharmacy, 1746 Morris avenue. Pure drugs and medicines. Jos. Sieke, pharmacist. Physicians' Prescriptions Carefully Compounded. Deutsche Apotheke.

We have all heard something like that before, and I think the poster is too conventional to be of much value. Posters are chiefly used as subsidiary advertising, and are seldom of much service used alone. When they are employed they ought to carry some catch phrase or drive home some definite point. I know of one druggist who used a poster bearing this wording:

**Coughs cured  
for a quarter.**

**NO CURE, NO QUARTER.**

**Blank's Cough Syrup. Sold at**

**SMITH'S PHARMACY.**

This, I think, possesses enough novelty to stick in people's minds and do some good.



#### Good Display Words in Small Spaces.

The three single-column ads. shown here are very good examples of effective display in small space.

One is by Kinner, Danbury, Conn.;

### For Coughs.

There is no substitute of pure Cod Liver Oil to cure a deep-seated cough. The purer the oil, the better it is emulsified—the quicker you find relief; it strengthens the system wonderfully, too.

We are selling lots of our Emulsion of Cod Liver Oil because it is just what we say it is. If you are not satisfied with it you may have your money back.

50c. a bottle.

**KINNER'S,**

173 Main Street,  
The Leading Druggist.

one by Merz, Washington, D. C.; and one by Hamilton, St. Thomas, Ont. The Hamilton ad. could have had a better heading, as it is the reduced price on perfumes that is the essential feature of the ad.

### How They Say It

A sign in the window of Paul C. Klein, Ph. G., 187 Tremont street, Boston, dilates on corns as follows:

#### "Kure Your Korns.

"He who can remove this tyrant and thus minister to the world's relief is a public benefactor, and here is where the Emma Margaret Crawford's 8-hour Corn Cure comes in."

Another sign asks the reader this question: "Do you suffer? Will you be helped? The 8-hour corn cure stands ready to completely



CUT USED BY MR. REUSSWIG.

relieve you. The story is short and simple. Its application rests with you."

Woodward, 100 and 102 Tremont street, Boston, advertises Christmas goods like this:

#### "WORTH REMEMBERING WHEN BUYING CHRISTMAS PRESENTS.

"A bottle of good perfume is almost sure to gratify any person receiving it as a present.

"We have the most wonderful array of good perfumes ever shown in one store. No matter what perfume you prefer you can find it here.

"The perfumes that we sell are the most delightfully fragrant and most lasting that can be produced. We warrant them all, returning money for any not liked.

"Have you seen our Perfume Department? It contains 1,500 different odors and styles. It is

worth coming to see, even if you do not want to buy anything."

A dealer in the Pine Tree State has had an inspiration and as a result has evolved this modern sign for his spruce gum display: "Just tell them that you Chaw me."

### Mertz's Drug Store.

**WHY  
BE  
BALD?**

If you are already bald and the hair-cells are not dead, it will create a new growth of hair. If you are nearly bald, it will arrest the falling out of hair and bring a new growth. If you have dandruff, it will clear it out completely after a few applications. It is the greatest hair restorer and regenerator known and is termed COOPER'S "HAIR SUCCESS" and sells here for 50c. Can't we sell you a bottle?

**MERTZ'S**

**Pharmacy, 11th & F.**

"I want every man, woman and child for a customer. I know how to keep 'em," is the wording of a pertinent sign displayed by Joseph L. Parker, 222 Tremont street, Boston.

The Lewis Drug Co., in Portland street, Boston, marks its display of Cod Liver Oil Emulsion, with "No taste of the oil."

### Bottled Perfumes.

In order to reduce our stock of bottled perfumes, we will sell 50c. bottles of the best goods for 30c. Among them are the following odors:

Violet, Wood Violet, White Rose, English Lilac, Marie Stuart, Lily of the Valley, Cleopatra, Jockey Club, Heliotrope, Peau D'Espagne, Ess Bouquet, Glang-Glang, White Lilac, New Mown Hay.

**Hamilton The  
Druggist.**

Opposite Grand Central Hotel.

Phone 74.



### How They Do It

C. C. Coombs, Ph. G., 276 Massachusetts avenue, Boston, presents each customer with a check representing the amount of the purchase. The checks read like this:

**SAVE YOUR CHECKS.**

For \$5 we will give you any one of the following:

A bottle of Coombs' Corn Cure.

A bottle of Coombs' Silver Polish.  
A jar of Coombs' Cold Cream.  
A bottle of Coombs' Petroleum Aether.

It is easy to see that Mr. Coombs believes in having the public come to his store for their premiums rather than to send them to the headquarters of some trading stamp agency. He wants his goods tried, too. On the back of the ticket which he is at present distributing, it is suggested that the customer "Try Coombs' Cutnol for chapped hands, etc."

Geo. Burwell, 176 Boylston street, Boston, is making a big drive on "Burwell's Orris Palm Soap," and is devoting one window to a generous display of this product in opened and unopened boxes. In this window is a sign which reads as follows: "Burwell's Orris Palm Soap. An exquisite toilet luxury. Old, dry and hard. Perfumed with Florentine Orris. Manufactured to sell at 50c. a box. My price 35c. a box."

Woodward, 100 and 102 Tremont street, Boston, gives to each customer who purchases any of his specialties a collection of 50 different kinds of foreign postage stamps.

### The Small Retailer.

The retailer in minor cities should contract for all newspaper space in bulk at so much per inch, using so many inches per year. He should get a bed-rock rate on this. Then he should use the space as he needs it. He should use just enough space to tell his story—no more. He should not only use his space to the best advantage, but be sure he is using the best papers. He should take more space in the paper that brings the best returns. He can easily find out which that is. There are several ways. Here is a simple one, which always proves effective:

On a day when some particularly attractive bargains are offered, give a free street-car ride to and from the store to every purchaser. Advertise it in every paper, and in each paper put a coupon good for two tickets on the lines running to the store. Have the name of the paper in which the coupon appears on the coupon. Tell customers to bring the coupons when they come. Most of them will. Ten cents is worth saving. This will give the minor city retailer a very reliable record of the papers that brought the best returns. No paper should object to such a test.

When a special sale is to run a certain time, be sure to advertise its continuance. Follow it up each day with new announcements as long as it lasts. It isn't necessary to give much space for the first announcement, but don't ignore it, and make everything about the store advertise it. Show the public that you think it is a big thing. Have the bargain counter the most conspicuous in the store. Have plenty of card signs, and have window displays, if necessary.

Be sure your salespeople see all the ads. every day—not just what pertains to their own department. In a small store the salespeople should know all the store news.

Have your clerks suggest ideas for advertising their departments. Use the suggestions if they are good. Enlist the interest of your salesmen.—*Bates.*

### Expenditures of a Newspaper.

The expenditure of a newspaper that is operated on a large scale, was as follows last year: Editorial and literary matter, \$220,000; local news, \$290,000; illustrations, \$180,000; correspondents, \$125,000; telegraph, \$65,000; cable, \$27,000; mechanical department, \$410,500; paper, \$617,000; business office, ink, rent, light, etc., \$219,000.—*Scribner's.*



## THE FIGHT IN OHIO.

### Hearings Set for the Fourteenth.

#### No Morphine in Scott's Emulsion—Fined for Counter Prescribing.

Toledo, Dec. 3.—Toledo has been selected as the battle-ground for the opening skirmish between State Dairy and Food Commissioner J. E. Blackburn and the druggists who handle proprietary medicines. The purpose of the Commissioner is to make a general raid all through Ohio, and in his itinerary Toledo has been selected as the starting point.

The recent raid of the Commissioner on the proprietary medicines shows what a field he has to work in. From the surface indications the Commissioner will find enough business here to keep him and his deputies busy for several months.

In the meantime the other cities of the State will enjoy comparative peace, while the druggists, liquor dealers and saloon-keepers are walking up to the bar of justice. These will all breathe a sigh of relief when the Commissioner concludes his business and his official visit here and goes on to some other city.

The retail druggists are not so much interested in the proprietary medicine fight, as that is between the Commissioner and the wholesale firm of Walding, Kinnan & Marvin, backed by the proprietors of Scott's Emulsion, Ayer's Cherry Pectoral, Wheeler's Nerve Vitalizer and Agnew's Catarrh Powder. The hearing of these cases have been postponed to December 14th.

The proprietary medicine cases will be fought tooth and nail. The proprietors have engaged the best counsel to be obtained. In the Scott's Emulsion case the presence of morphine in the preparation will be denied, and this will be the line of defense. In the case of Ayer's Cherry Pectoral the presence of morphine will be acknowledged, but the defense will be that Dr. J. C. Ayer, when actively engaged in the practice of medicine, used the prescription from which Ayer's Cherry Pectoral is made with such great success in the cure of colds, coughs and lung troubles that he had to keep the remedy in stock in order to meet the demands of those who wanted the remedy.

Mr. Blackburn states that he desires to make thorough work of it, and when he gets through he is of the opinion that very few articles of food or medicine will appear on the market without being properly labeled for all they are. The Com-

missioner has deputies at work in every city in the State, and they are collecting evidence, to have it in readiness when the Commissioner desires to use it.

#### Fined for Counter Prescribing.

The druggists and physicians here, or, at least, many of them, are between the devil and the deep sea. The Musgrove law, which requires all physicians to register, prevents a druggist from putting up a remedy unless it is on the prescription of a physician. If a person steps into a drug store and says, "I have a bad headache; make me up something for it," the clerk or druggist proceeds to put up some well-known remedy, hands it over to the customer and accepts his pay; in an hour or two the purchaser has a warrant sworn out, charging the druggist with practicing medicine without being a registered physician, contrary to the provisions of the Musgrove law.

The easiest way out of the trouble is for the druggist to plead guilty, and he gets off with a fine of \$50 to \$75, with costs, the whole aggregating \$125 for 50 cents' worth of medicine. The parties who make the purchases and work the druggists in this way are called "spotters," and the city is full of them. It is claimed that the same crowd of "spotters" are in the employ of the State Food Commissioner.

#### Harassed on All Sides.

The troubles of the druggist do not end with his violation of the Musgrove law. The remedy he sold to the "spotter" is liable to be analyzed by order of the Food Commissioner, and if the components do not come up to a certain standard (neither above nor below) then the unfortunate druggist is liable to be jerked up under the pure food laws and receive another dose of fines, ranging from \$50 to \$60 and costs, and all this for a sale of 50 cents' worth of drugs.

## THE DRUGGISTS' LEAGUE (?)

### Some Claims of the Organization.

The shibboleth of "Shorter Hours" appears to have proven inadequate to arouse that degree of interest among likely contributors which is necessary to swell the funds of the "Druggists' League for Shorter Hours," so an enterprising agent of the "League" has turned to the generally condemned practice of drug substitution as a better means toward the desired end. The name of the League seems to have been changed as well, and is now much shorter, as will be seen from the subjoined copy of the card presented

by its advertising solicitor. The face of the card bears the following inscription:

THE DRUGGISTS' LEAGUE.  
Represented by  
S. W. CARY. (Over.)

Turning to the back of the card, we find the following:

THE DRUGGISTS' LEAGUE was organized in New York, March 2, 1896. It has a membership of 30,000 in different States throughout the Union. Kindly give our representative an interview, as it will be a favor to all druggists.

C. F. DOHERR, *President.*

When the matter was first brought to the attention of a reporter of the AMERICAN DRUGGIST, he immediately thought that a new movement affecting the retail druggists of the city was in progress. But looking more closely into it, and, after questioning a member of the Proprietary Association, who was approached for a contribution to the cause, or an advertisement for a handbook which the League is preparing for publication, he came to the conclusion that it was simply a case of "An old friend with a new face." The "Druggists' League for Shorter Hours" was merely branching out in a new direction. The advertising solicitor in making his requests for contributions or advertising patronage, mentions to the party approached that the members of the "Druggists' League," numbering 30,000, according to his card, had pledged themselves not to substitute the goods of those who contribute to the funds of the organization either by advertising patronage or cash contributions. Of course, the "League" has no such membership as that claimed for it, but the statement of the advertising man reflects just a little upon the drug clerks and proprietors who may happen to be members of the "League." They pledge themselves, according to him, not to substitute on the goods of friends of the "League." The inference, then, is that non-sympathizers with the "League" are to suffer grievously at the hands of the drug clerks and proprietors who are affiliated with it, though, of course, this is not put into words.

C. F. Doherr, the president of the "League," is the proprietor of a drug store at 256 Ninth avenue, in which he does a retailing business in heavy chemicals, such as acids, copperas and paris green. By a fortunate coincidence, the vice-president of the "League," John Gallagher, proprietor of the pharmacy at Concord and Jay streets, Brooklyn, was in consultation with Mr. Doherr at the time our reporter called, and he was thus enabled to interview the two leading spirits of the organization. Both, when asked in regard to the new name of the "League" and the new lines on which it was branching out, denied emphatically that any change had been made or was contemplated in the policy of the "League." The card of their agent, a facsimile of which is shown above, was handed to Mr. Gallagher, and he admit-

ted at once that he then saw it for the first time. Neither had Mr. Doherr any knowledge of the card or of the appeal printed on its reverse side. While Mr. Doherr was quite prepared to endorse the advertising man's estimate of the "League's" strength, Mr. Gallagher would not go so far, and he told the reporter that the number of members had been placed too high. (The American Pharmaceutical Association, which has been in existence upward of forty-five years, only claims a membership of 1,558.) A request for a look at the membership rolls was denied, and here the matter rested, except that the advertising man seemed very much annoyed at the inquiry into his method of securing funds for the "League."

## COSMETICS HELD UP IN CINCINNATI.

### Food Commissioner Looking for Poison.

#### Mr. Blackburn Criticised.

Cincinnati, Dec. 4.—Assistant Dairy and Food Commissioner Reymer has concluded to wage war against the manufacture and sale of medicines containing poisons, which are not so labeled. Section 2 of the law which governs the manufacture and sale of impure drugs is as follows: "The term drug as used in this act shall include all medicines for internal use or use as antiseptics, disinfectants and cosmetics." Certain brands of cosmetics are said to contain deleterious substances and the Food Commissioner says he will leave nothing undone to drive all such stuff from the Ohio markets. With that end in view Commissioner Reymer and his assistant, Fred Neuhaus, recently visited a number of stores and secured samples of various cosmetics. At one department store samples were purchased of Mme. Yale's "Face Powder," Madame Yale's "Cream Mixture" and Madame Yale's "Lotion." A number of complaints have lately reached Commissioner Reymer in reference to the sale of cosmetics containing alleged injurious ingredients and that official is desirous of having the question settled for all time as to whether the goods are as claimed by numerous persons. The samples which have been confiscated have been turned over to Chemist Schmidt for analysis and upon the result of his work depends the future action of the Assistant Dairy and Food Commissioner.

It was only a few days ago that Mme. Yale lectured at the Grand Opera House to about three thousand members of her sex on the good qualities of her remedies. She claimed that her goods are being maligned by invidious persons, and that they are perfectly harmless. The cosmetics of other manufacturers, which are well known to the drug trade, have also been confiscated and they will also have to undergo an analysis.

#### The Food Commissioner Criticised.

The increased activity of the attaches of the Dairy and Food Commission throughout the State since the recent election has caused many protests from business men in various parts of the State. It is said that the construction which State Commissioner Blackburn puts on the pure food laws does not meet with the approbation of very many people. Innocent purchasers and men who have invested their capital in legitimate pursuits connected with both the production and consumption of articles of daily necessity are up in arms over the system of espionage which has been inaugurated by the department. One prominent business man who was instrumental in securing Blackburn's nomination as McNeal's successor, said the other day: "I am amazed and astonished to see the department of the Dairy and Food Commissioner drifting again upon the same rocks upon which the administration of McNeal went to ruin. I could hardly believe that Mr. Blackburn would be so blind as not to have foreseen the consequences of his present folly. He has struck a blow at the State in the recent rulings which he has made. He has aimed his guns at legitimate pursuits in which millions of capital are invested. If I am not mistaken he will be confronted before the end of his administration with difficulties even more grave than those which confronted McNeal before his retirement from office."

The above is simply a sample of the expressions heard daily and upon all sides from men in various walks of life, even those whom the rulings of the Commissioner have affected only in a remote way. It is not at all improbable that the harsh measures resorted to by Mr. Blackburn will cause the present food laws to be revised at the next meeting of the General Assembly at Columbus. It is even hinted that a member of the Hamilton delegation has now in course of preparation a bill which will greatly curtail the authority of Mr. Blackburn.

#### The Liquor Crusade.

The promised crusade of the Dairy and Food Commissioner against impure liquors being sold in Cincinnati has begun. A few days ago Commissioner Reymer, accompanied by Fred Neuhaus, his assistant, and Attorney Otto E. Renner, the attorney for the Commission, called at the establishment of Rheinstroem, Bettmann & Johnson, doing business at the southeast corner of Ninth and Sycamore streets, for the purpose of obtaining samples of the various grades of whisky sold within the State. The officers were surprised when the firm refused to comply with their request, and told the members of the firm that they were guilty of a violation of the law by refusing to give the samples requested, to all of which they turned a deaf ear. No persuasion could change the stand that the members of the firm had taken in the matter. The officers then repaired to the office of Magistrate Winkler and procured a warrant for the arrest of Morris L. Bettmann, a member of the firm. Constable Ehmann arrested Mr. Bettmann, but he later was released upon his own recognizance. Mr. Bettmann finally gave the officers the samples which they requested and the prosecution against him for his refusal to do so in the first place will doubtless be dropped. This is the first case on record in the State where a manufacturer has refused to give samples of his wares to the officers of the Dairy and Food Commission.



**HIGHER PRICE FOR RUBBER.****An Advance of 10 Per Cent Made by Makers of Rubber Sundries.**

An advance of ten per cent has just been ordered by several leading manufacturers of rubber sundries in the prices of most of their goods. The advance is understood to be the result of concerted action, as three or four conferences of the principal companies have recently been held, and it is announced that an association to be known as the Mechanical Rubber Manufacturers' Association has been organized. The association, it is stated, is largely of an informal character, without binding force or penalties, the members, it is claimed, desiring to avoid anti-trust laws. Among the principal companies understood to be parties to the agreement are the following: The Boston Woven Hose Co., the Revere Rubber Co., the Boston Belting Co., the Cleveland Rubber Co., the Chicago Rubber Works, the New York Leather and Packing Co., the Gutta Percha and Rubber Mfg. Co., the New York Rubber Co., the New Jersey Car Spring and Rubber Co., and the Home Rubber Co.

The advance, it is stated, is due primarily to the higher prices of raw material. It is estimated that nearly all grades of rubber used by mechanical rubber manufacturers have advanced 33 1-3 per cent in the past twelve months. One explanation is that the increased demand for rubber for bicycle tires has, together with the demand in other channels, exceeded the supply.

The principal articles affected by the advance are belting, packing, hose and druggists' rubber sundries. Bicycle tires, on the other hand, are to-day selling materially lower than they were a year ago.

**Charged with Swindling Druggists.**

Frank L. Gerrish, who represented himself to be a general merchandise broker, at 169 Greenwich street, and Louis M. Schnadig, who styled himself a wholesale grocer at 60 Vestry street and a ship chandler on Leonard street, were arrested on Sunday on warrants issued by Magistrate Poole on complaint of the Whitney Glass Co., which charges them with obtaining goods under false pretenses.

According to the complaint of the Whitney Glass Co. each of the two men arrested went to the glass company in March. Gerrish ordered thirty gross of bottles at \$2.50 a gross. The goods were shipped to him. Before they reached his place of business he, according to the Glass Co., had sold them to Leon Hirsch & Son, 368 Greenwich street, at \$1.75 a gross. The Glass Co. alleges that Gerrish didn't pay for the bottles.

The complaint against Schnadig is that in the same month he bought fifty gross of two-ounce ball-neck glass bottles from the Whitney Glass Co. and sold them to Hirsch & Son for \$1.75 a gross. According to the complaint Schnadig did not pay for the bottles.

According to the Detective Bureau, 122 firms that have been swindled have been found. Some of them lost as high as \$1,000. In each case the goods were bought at the market price and were sold immediately at a great reduction.

Both men have been released in custody of council and will be tried later.

**A Traitor's Champion.**

When that eminent chemist, M. Berthelot, undertook the office of French Minister of Foreign Affairs some surprise was expressed. Subsequently, public opinion came to the conclusion that a laboratory is not the best training-ground for a diplomatist, and M. Berthelot resigned his office. During the past fortnight another chemist, or, to be more exact, chemical manufacturer, has been the centre of attraction and object of incessant discussion and conversation in Paris. This is M. Scheurer-Kestner, Vice-President of the Senate, who has come forward as the champion of ex-Captain Dreyfus, a man degraded from the French army as a traitor, and undergoing penal servitude for life on the charge of selling the secrets of the national defence to a foreign power.

M. Scheurer-Kestner is a man of unimpeachable integrity and good faith. He has stated that he is convinced of Dreyfus's innocence, and that a grave judicial



M. SCHEURER-KESTNER,  
Vice-President of the French Senate.

error has been committed in condemning him. The whole of France is impatiently awaiting his revelations, but he remains silent. It is difficult to think that a man of his intelligence and vast experience has entered lightly on a campaign which, if successful, would, by undermining confidence in judicial decisions, do incalculable harm in France. But a feeling is gaining ground that he has been actuated more by sentiment than by real facts. The press is turning against him, and I have seen a disgraceful caricature of him in one of the scurrilous prints. In a large colored picture headed "Scheurer-Kestner Alchemist," he is shown in a laboratory, and is supposed to be attacked with the mania of "innocence," and bent on discovering a preparation for white-washing criminals. It is fair to say that so far M. Scheurer-Kestner has, personally, the sympathy of most moderate-minded people.—*French Correspondence of the Chemist and Druggist.*

**CHARTER OF THE CITY OF NEW YORK.**

Following is the draft of the new pharmacy law for Greater New York, which has been drawn up by the Joint Conference Committee, for consideration by its members at its next meeting.

**CHAPTER XII.—GENERAL STATUTES.****TITLE V.—PHARMACISTS AND DRUGGISTS.****REGISTERED PHARMACISTS ONLY TO CONDUCT PHARMACY, EXCEPT, ETC.**

Section 1510. It shall be unlawful for any person, unless a registered pharmacist within the meaning of this title, to offer or expose for sale any drugs, medicines or poisons, or to own, open or conduct any pharmacy or store for retailing, dispensing or compounding drugs, medicines or poisons in the city of New York, as constituted by this act, except as hereinafter provided; provided that the widow or legal representative of a deceased person who was a registered pharmacist within the meaning of this title may continue the business of such deceased pharmacist, provided that the actual retailing, dispensing or compounding of drugs, medicines or poisons be only by a person who is a registered pharmacist within the meaning of this title.

**ID. QUALIFICATIONS OF REGISTERED PHARMACISTS.**

Sec. 1511. Any person in order to be registered as a pharmacist shall be 21 years of age or over, shall have had four or more years' practical experience in a store or stores where prescriptions of medical practitioners were regularly compounded and drugs and medicines sold, and shall have passed a satisfactory examination before the board of pharmacy created by this act, or before some other board of pharmacy legally created under the laws of this State, or before an examining board whose examinations this board shall adjudge satisfactory. But students attending colleges of pharmacy in which the practical work shall be deemed satisfactory by this board, may be credited with their actual time of attendance in computing the required store experience, provided that not more than two years' credit for such attendance shall be given any student.

But a license as a pharmacist granted any person after the examination by any board of pharmacy legally created under the laws of this State shall entitle such person to a license or certificate of registration from the board of pharmacy created by this title, upon presenting to said board his license and complying with the formal requirements of the laws. Any person who, at the time this act takes effect shall be entitled by law to own, open or conduct any pharmacy or store for retailing, dispensing or compounding drugs, medicines or poisons in any part of the territory included in the city of New York, as constituted by this act, shall be entitled hereafter to own, open or conduct any such pharmacy or store in said city, and to be registered by the board of pharmacy created by this title, provided that application for such registration be made within ninety days after the day on which this law goes into effect, and failure to comply with this law shall forfeit the right of registration, except by subsequent examination.

And any person who at the time this act takes effect shall be possessed of any license granted him by any board of pharmacy legally created under the laws of this State, entitling him to retail, dispense, or compound drugs, medicines or poisons as a registered assistant pharmacist, under the direction of a registered pharmacist, in any part of the territory included in the city of New York as constituted by this act, shall be hereafter entitled to the same rights and privileges in said city, and to have his certificate of registration indorsed and registered by the secretary of the board, upon paying the latter the sum of one dollar, provided that application for such registration be made within ninety days after the day on which this law goes into effect. Failure to comply with this law shall forfeit the right to be registered as an assistant pharmacist.

**STATUS OF ASSISTANTS.**

Sec. 1512. Assistants or apprentices in pharmacy shall not be permitted to prepare physicians' prescriptions, except under direct supervision of a registered pharmacist.

**BOARD OF PHARMACY—ELECTION, DUTIES.**

Sec. 1513. The members of the College of Pharmacy of the City of New York, which is

situated in the borough of Manhattan, the members of the German Apothecaries' Society of New York and the members of the Kings County Pharmaceutical Society shall, on the first Monday in January, eighteen hundred and ninety-eight, and on the same day every third year thereafter, at a special meeting held by each for that purpose, elect five competent pharmacists, who shall form and be known as the Board of Pharmacy. Of those five members, two shall be elected by the said New York College of Pharmacy, one by the German Apothecaries' Society and two by the Kings County Pharmaceutical Society. The members of this board shall, within thirty days after their election as aforesaid, individually take and subscribe before the clerk of the city of New York an oath faithfully and impartially to discharge the duties prescribed for them by this title. They shall hold office for the term of three years, and until their successors are duly elected and have qualified; and in case of any vacancy in this board, the organization which elected the member or members whose position or positions have become vacant, shall fill such vacancy or vacancies at once by an election at a special meeting. The said board shall organize for the transaction of business by electing from their own number, for the whole term, a president and secretary. The board shall meet at least every three months, and three members shall constitute a quorum. The duties of the said board shall be to transact all business pertaining to the legal regulation of the practice of pharmacy in the city of New York, and to examine and register pharmacists. Any pharmacist applying for an examination shall pay to the secretary a fee of five dollars, and should he pass such examination satisfactorily, he shall be furnished with a certificate as to his competency and qualification, signed by the said board of pharmacy.

#### BOOKS OF REGISTRATION OF PHARMACISTS, ETC.

Sec. 1514. It shall be the duty of the secretary to keep a book of registration at some convenient place, of which due notice shall be given through the public press, in which book shall be entered, under the supervision of the said board, the names and places of business of all persons coming under the provisions of this title. It shall be the duty of all such persons to appear before the said board of pharmacy and register, and the fee for the registration of pharmacists shall be two dollars, and for previously registered assistant pharmacists shall be one dollar. All pharmacists and all registered assistant pharmacists within the meaning of this title registered in the city of New York, as now constituted, shall be required to re-register with this board of pharmacy at its stated periods of registration, which shall be at intervals of three years. The fee for each registration shall be one dollar for each person thus re-registered. Any pharmacist or registered assistant pharmacist who fails to re-register within sixty (60) days after the day appointed by this board for re-registration, shall forfeit his right to re-registration, except by subsequent satisfactory examination before this board. The secretary shall give receipts for all money received by him, which moneys shall be used for the purpose of defraying the expenses of the board of pharmacy, and three-fifths of any surplus shall be for the benefit of the College of Pharmacy of the City of New York, situated in the borough of Manhattan, and two-fifths of such surplus shall be for the benefit of the Brooklyn College of Pharmacy, situated in the borough of Brooklyn. The salary of the secretary shall be fixed by the board, and shall be paid out of the moneys received by it.

#### PHARMACISTS RESPONSIBLE FOR QUALITY OF DRUGS, ETC., SOLD—PATENT MEDICINES, ADULTERATION, ETC.

Sec. 1515. Every registered pharmacist shall be held responsible for the quality of all drugs, chemicals and medicines he may sell or dispense, with the exception of those sold in the original packages of the manufacturer, and also those known as "patent medicines," and should he knowingly, intentionally and fraudulently adulterate, or cause to be adulterated, such drugs, chemicals or medical preparations, he shall be deemed guilty of a misdemeanor, and upon conviction thereof, shall be liable to a penalty not exceeding one hundred dollars, and in addition thereto, his name shall be stricken from the register.

#### POISONS, RETAILING OF.

Sec. 1516. It shall be unlawful for any person to retail any poisons enumerated in schedules A and B, as follows, to wit:

#### SCHEDULE A.

Arsenic and its preparations, corrosive sublimate, white precipitate, red precipitate, biniodide of mercury, potassium cyanide, hydro-

cyanic acid, strychnine and all other poisonous vegetable alkaloids and their salts, essential oil of bitter almonds, opium and its preparations, except paregoric and other preparations of opium containing less than two grains to the ounce.

#### Chronic acid.

Drugs, animal and vegetable substances, crude, purified, liquid or powdered, the average dose of which does not exceed three decigrams in five Cc., or five grams.

Aconite, belladonna, cantharides, nux vomica, white and green veratrum.

Alkaloids and other principles of the above and their salts, and all preparations of these containing one per centum or more of such alkaloidal salts or active principles.

Also the following alkaloids and active principles and preparations containing one per centum or more of these: Cocaine, elaterium, picrotoxin, pilocarpine, sparteine, veratrine.

Also ergot, cotton root bark, oil of tansy, oil of pennyroyal, chloroform, chloral hydrate and antitoxin.

#### SCHEDULE B.

Colchicum, conium, henbane, savin, creosote, digitalis and their pharmaceutical preparations, croton oil, sulphate of zinc, mineral acids, carbolic acid, oxalic acid and animal serums, without distinctly labeling the bottle, box, vessel or paper in which the said poison is contained, and also on the outside wrapper or cover with the name of the article, the word "Poison," and the name and place of the seller; nor shall it be lawful for any person to sell or deliver any poisons enumerated in schedules A and B, unless upon due inquiry it be found that the purchaser is aware of its poisonous character, and represents that it is to be used for a legitimate purpose. Nor shall it be lawful for any person to sell any poisons included in schedule A without, before delivering the same to the purchaser, causing an entry to be made in a book kept for that purpose, stating the date of sale, the name and address of the purchaser, the name and quality of the poison sold, the purpose for which it is represented by the purchaser to be required, and the name of the dispenser; such book to be always open for inspection by the proper authorities, and to be preserved for reference for at least five years. The provisions of this section shall not apply to the dispensing of poisons, in not unusual quantities or doses, upon the prescriptions of practitioners of medicine.

#### APPLICATION OF PRECEDING SECTIONS TO PRACTITIONERS OF MEDICINE AND WHOLESALE DEALERS.

Sec. 1517. Nothing contained in the foregoing sections of this title shall apply to or interfere with the business of any practitioner of medicine who does not keep open shop for the retailing of medicines and poisons, nor interfere with the sale by wholesale dealers of poisons for use in manufactures, the arts and sciences.

#### FRAUDULENT REGISTRATION, PERMITTING UNLICENSED PERSONS TO COMPOUND MEDICINES.

Sec. 1518. Any person who shall attempt to procure registration for himself, or for any other person under this title, by making or causing to be made any false representation, shall be deemed guilty of a misdemeanor, and shall, upon conviction thereof, be liable to a penalty not exceeding five hundred dollars. Any registered pharmacist who shall permit the compounding and dispensing of prescriptions of medical practitioners in his store or place of business, by any person or persons not registered, except under the direct supervision of a registered pharmacist, or any person not registered who shall keep open shop for the retailing or dispensing of medicines and poisons, or who shall fraudulently represent himself to be registered, or any person who shall fail to comply with the regulations and provisions of this title, in relation to the sale and dispensing of poisons, shall, for every such offence, be deemed guilty of a misdemeanor, and upon conviction thereof, be liable to a penalty of fifty dollars.

#### PENALTIES TO BE PAID TO COLLEGE OF PHARMACY.

Sec. 1519. Three-fifths of each and every penalty recovered under this title shall be paid to the trustees of the College of Pharmacy of the City of New York, situated in the borough of Manhattan, and two-fifths of the same to the Brooklyn College of Pharmacy, situated in the borough of Brooklyn. The sums so paid to the trustees of the said College of Pharmacy of the City of New York, shall form and be known as the library fund of said college of pharmacy, and shall be expended for the purchase of books for

the library of said college; and the sums so paid to the said Brooklyn College of Pharmacy, shall be known as the library fund of said college, and shall be expended for the purchase of books for the library of said college of pharmacy.

#### ACTS REPEALED.

Sec. 1520. All acts and parts of acts, including sections 401, 402, 403, 404 and 406 of the Penal Code, which are inconsistent with the provisions of this act are hereby repealed.

## MORTGAGES PROTECTED.

### Mortgages May Not Be Arbitrarily Foreclosed.

Providence, R. I., Dec. 3.—A decision recently handed down by the Appellate Court is of interest to druggists. Five years ago Miss Emma Thorpe purchased a drug store and assumed a mortgage of \$1,900. By steady application she increased the business, applying the profits to its extension until the plant at the present time is worth about \$8,000. She still continued the mortgage, which was held by one Deslauriers. The latter, in September, last, conveyed it to Charles I. Rawson, of Oxford, Mass. Miss Thorpe was told that everything was perfectly satisfactory, and should remain as it was. Then she paid six months' interest in advance, protecting the mortgage until March 14, 1898. On October 14, Rawson wrote demanding the money. Miss Thorpe tried to get a loan, but was disappointed. Early in November Rawson foreclosed, and put a keeper in the store.

The keeper stepped out one day, and Miss Thorpe stepped in and locked him out. An attempt was then made to starve her out, even to the boarding up of a window through which food was conveyed to her by her mother. She found a hole in the cellar wall, however, and some sympathizing artisans passed food to her.

An application was made to the court and an order was issued to Rawson's keeper restraining him from further interference. At the hearing in the injunction, Miss Thorpe set forth the facts and Rawson presented a clause in the mortgage, under which he was privileged at any time, if he considered his interests in danger, to step in and foreclose. Rawson swore that he had had information which convinced him that the pharmacy was being run at a loss. He admitted, however, that he made up his mind to get his money as soon as he obtained possession of the mortgage deed. The court considered the reasons for foreclosure arbitrary, and that the strict interpretation should not be insisted upon, nor permitted if there was any evidence of fraud.

In the formal rescript handed down it was declared that the pretended resort to the clause referred to was merely colorable and not because of any belief in the insufficiency of the security. The injunction was granted. Miss Thorpe will now redeem the mortgage.

## A New Drug Journal.

The *Baltimore Pharmacologist* is the latest recruit to the army of drug journals. It takes the form of a small quarto, but is intended to be bound as an octavo, the ephemeral or lighter matter being printed within a space of two inches on two sides of the journal. The marginal columns will probably be occupied with advertising matter, when advertisers become aware of the interesting character of the *Pharmacologist*. The periodical is

styled "*The Baltimore Pharmacologist*," a monthly journal of materia medica and pharmaceuticals, ambitious to link pharmacy to medicine," and is published from 423 North Charles street, Baltimore, Md. The editors are H. P. Hynson, Ph.G., and J. W. Westcott, Ph.G.

## TRADING STAMPS IN BOSTON.

### Diamond-Studded Manager Booms Things.

Boston, Dec. 6.—A new wave has struck this town. It was not reported by the Weather Bureau, but is, nevertheless, established on a fairly permanent basis. It is the trading stamp craze and there are at least two concerns interested in the business. In the endeavor to extend their field they are indulging in some merry throat cutting. These premium concerns sell stamps to retailers and the latter give them to their customers at the rate of one for every ten cents' worth of goods purchased. This represents cash sales in bills paid within ten days of purchase.

A book is furnished the customer for holding the stamps. When the stamps collected represent \$99 or more of purchase, from any or all of the stores combined, the stamps may be "exchanged for the customer's choice of a large variety of magnificent premiums." A rather gaudy array of furniture, lamps, musical instruments is exhibited by one of these concerns and passers-by are informed by signs that no goods are sold. The scheme is to make money from the sale of stamps; also in charging a good price for the premiums exchanged for stamps.

In the book which is being distributed the public is told that "merchants not supplied with trading stamps will call this system a fraud" and that "merchants will make no advance in the price of their goods, but, on the contrary, the increase in trade by this new plan will enable them to sell closer than ever before." The customer is also warned that should the merchant "refuse, or even hesitate, to give trading stamps" for goods bought, "he is unworthy of patronage." Despite this last clause, grocers have posted signs announcing that no stamps will be given on sales of granulated sugar.

Regardless of the fact that dealers in Portland and Bath, Me., and in other places, have found this system irksome and to result in a diminution of profits, it has found favor here and the list of dealers include a fair percentage of druggists. Those who are doing business under this scheme may know that at least a portion of their money contributed for stamps is being put to good use, i. e., in the support of a small army of girls engaged in distributing the "stamp books" to householders, and in paying salaries of clerks, stenographers and men engaged in canvassing for new stores, distributing cards and the like. This does not include the manager, his diamond-studded shirt front, or the rent and fitting up of headquarters, in itself no small item. The scheme, however, seems to be popular at present, but how long will it remain so?

A Maine newspaper states that a Bangor druggist recently drew a 30-pound bronze turkey, a magnificent looking bird, on a six-cent ticket in a lottery. Some men are falling into luck all the time.

## MEMORIAL OF THE LATE HERMON W. ATWOOD.

### Expression of Esteem by the College of Pharmacy.

At the regular monthly meeting of the Board of Trustees of the College of Pharmacy of the City of New York, held at the College Building on Tuesday evening, December 7th, the following resolutions in memoriam of the late Hermon W. Atwood, for many years a member of the Board of Trustees of the College, were offered by Thos. J. Macmahon, in behalf of the Committee on Resolutions, of which he is the chairman. The resolution read:

Whereas an Allwise Providence has decreed to remove from their midst their fellow-member,

HERMON WHITE ATWOOD,

the members of the Board of Trustees of the

COLLEGE OF PHARMACY OF THE CITY OF NEW YORK

desire to place on record an expression of their deep sorrow and grief at the great loss they have sustained through his decease.

Among those who have had the privilege of associating with him, his kindly nature, wise counsel, untiring attention to duty, courtesy in debate and intercourse, and just bearing toward others, even if they differed from him in views, will always be remembered as an example worthy to be followed.

Having always kept in close touch both with the members of the Faculty and with the Students and Alumni, he easily won the confidence and respect of all.

It is in a very large measure due to his energetic and wise administration of the affairs of important committees, more particularly those of the Lecture Committee, that the College of Pharmacy of the City of New York has at this time attained the enviable position among teaching colleges which it now occupies.

In consideration of the valuable services of the deceased, it is hereby resolved that these resolutions be entered in full on the minutes of the College and of the Board of Trustees; and that an engrossed copy thereof be transmitted to the family of the deceased.

New York, November, 1897.

The resolutions, which are to be engrossed on parchment, conclude with the signatures of the committee and the officers of the college.

### A New Source of Disease.

City Sanitarian Clark, of Indianapolis, Ind., has just completed an inquiry into the alarming increase in diphtheria among public school pupils since the opening of the fall session, and announces that the disease has spread through the distribution of lead pencils and penholders. Under the present system each child is required to take his pencil and penholder to the teacher's desk in the afternoon. They are placed in a box, and the next day they are redistributed. Mr. Clark says that each child may thus have a different pencil and penholder every day, and as children often hold them in their mouths disease is thus communicated.

### Recent Deaths.

George C. Barclay died on Tuesday, November 23d, at his home 160 Remsen street, Brooklyn. Mr. Barclay was born in Johnstone, Scotland, sixty-nine years ago, and came to this country at the age of fifteen. He lived for some years in Albany and in New Orleans, but for forty years has resided in Brooklyn. He was a member of the firm of Lanman & Kemp, exporters, at 68 William street, this city, until 1876, when he retired. He was also interested in the manufacture of proprietary medicines.

Clayton R. Gerity, of Gerity Bros., wholesale druggists, Elmira, N. Y., died at Denver, Col., on November 24th. He had been a victim of consumption for more than a year, and was in Colorado in the hope of benefiting his health. He was a native of Elmira, and was forty-six years of age at the time of his death. Upon the dissolution of the firm of Gerity & Morrell, in 1882, he joined his brothers in the drug business, the firm becoming Gerity Bros., one of the foremost of the State jobbing houses in this line, and a house of high standing among the mercantile institutions of Elmira.

A dispatch to the New York *Sun* gives news of a deathbed marriage which was celebrated at Coffeyville, Kan., on November 27th. The parties were O. E. Shoemaker, a druggist of Coffeyville, and Miss Eva May Hawley, of Wichita. The Rev. Mr. Freed, of Coffeyville, performed the ceremony.

Five hours after his marriage the groom died. When Shoemaker was a boy in Indiana his father married a second time, and he himself was soon afterward driven from home. Since then his father has died, and the deathbed marriage was to keep his divorced wife and his stepmother from securing his property.

Lorenzo T. Brown died of heart disease at his home, in South Weymouth, on November 26. He was sixty-five years old and had been in the drug business over thirty years. Two sons survive him. Mr. Brown had many friends in his native place and his funeral was attended by a large delegation from Orphans' Hope Lodge of Masons, of which he was a member. The interment was in Highland Cemetery.

H. O. Moses, fifty years of age, was found dead in his store, 536 Boston street, Lynn, on December 1. Deceased had been in business in Lynn about six years and had been fairly successful. He was a great sufferer from rheumatism and it was his custom during these attacks to close his store and endeavor to allay the pain with morphine. For two weeks prior to finding the body, he had not been seen, and the police, on request of his sister, forced an entrance to the place. It is supposed that death resulted from an overdose of morphine. Moses was somewhat eccentric and of an inventive turn of mind. He is said to have perfected a magazine gun, which he expected would be given a trial in the United States service within a short time, a patent on his device having already been applied for.

## SUCCESSFUL PHARMACIST-POLITICIANS.



JOHN W. KIMBALL,  
Treasurer of Kings County.



OTTO WICKE,  
Member of City Assembly from the Borough of  
Brooklyn.



WILLIAM P. WUEST,  
Clerk of Kings County.

**POLITICS AND PHARMACY** seem equally handy to the Kings County Pharmaceutical Society, for three of its members have won out in the complicated deal recently held in the new and great city, a deal in which so very many got left who had thought their knowledge in that line beyond compare; therefore, if winning is paramount evidence of ability, the pharmacist is not so far behind the crowd as is sometimes supposed. Ohio, too, has a pharmacist-politician. His portrait is printed on the next page.

**N**ICE places, too, these pharmacists have been selected for, and being each and all of the genuine sterling brand, they are well fitted for the tasks assigned.

J. W. Kimball, of No. 450 Fifth avenue, is the new County Treasurer.

William P. Wuest, of 60 Ewen street, becomes County Clerk.

Otto Wicke, of Hamburg and Myrtle avenue, is sent to the Assembly from the Twentieth district.

Mr. Kimball was one of the original members of the society, and has kept his place with others in the line, in every endeavor made to advance our art.

He became a registered druggist, from having been the requisite time in business when the Kings County Board of Pharmacy began work.

He opened a store near his present location, some twenty-seven years ago, when the neighborhood consisted largely of vacant lots. The old village of Gowanus was taking on some appearance of an outlier to a city, and was slowly spreading up from the south, while Brooklyn was still far away.

Now that section is the business centre for a large portion of the southwestern park slope. Trolley cars and elevated whizz and puff past his door, and almost in front there is a station where hundreds of people land, or transfer, during each day, and many other and large business houses have settled there, all of which tends towards keeping the commercial stream in full flow.

Mr. Kimball begins to show a little gray on his well-shaped head, and that he is worthy of trust, is shown by the fact that he held a place with honor on the Board of Education for several years, having been appointed by Mayor Boody. He did not seek that position, nor the one which has recently come to him, nor was he ever what is usually designated as a politician, yet always worked faithfully in the Democratic ranks, to which faith he belongs.

Mr. Wuest has not been noted as a politician either, but has always attended to the duties of a good citizen, has assisted in matters of the day, belongs to many clubs and associations, thereby gaining a large acquaintance, which stood by him in good order at the beginning of last November.

He says that he had to do some pretty lively work to gain the nomination, and was then simply carried in on the wave.

Mr. Wuest became registered upon examination before the Kings County Board, and succeeded his father in business, having grown up in the store. Several of the signs still read, Carl Wuest & Sons, the management only changing in 1884.

When Williamsburg was a city by itself, and not a mean one at that, as things were then, an extensive and aristocratic German community grew up in its pleasant suburb, and in all that part of the city, Ewen street was the one of all others. In the heart of the community, and on the best part of the finest street, in 1855 there settled Carl Wuest with a

well-equipped drug store, and in a short while a very fine business was built up, which has held to the present day, despite troublous times and wonderful changes, both in population and methods of carrying on the drug business.

Mr. Wuest is a member of the German Apothecaries' Association of Brooklyn, of the New York State Association, and the Kings County Society as well. Something like thirty-five years set very easily on him and his personality is very pleasing.

Otto Wicke managed to get very well fixed for election day, his name appearing on the regular Democratic, the National Democratic and the George tickets, this very largely on account of his popularity.

He graduated from the University of Copenhagen, and soon after becoming a resident of Brooklyn, opened a modest little store on the outskirts of what had been changed from Williamsburg to the Eastern District of Brooklyn. Consolidation had commenced in earnest, you see, and as streets were laid out and built upon, and people flocked to stores and houses and flats, a branch would be established on some advantageous corner and these have all prospered, until to-day he is the principal owner of three fine stores, all well located in a bustling section of a new city, which has grown far and beyond the outermost of these at one time considered crazy ventures.

Mr. Wicke is a young man yet, and it is easy to see from this short description that he is active and energetic and should



have a future before him. Mr. Wicke is the first Democrat ever elected from his district, which is a Republican stronghold.

He was one of the charter members of the German Apothecaries' Association of Brooklyn, belongs also to the Kings County Society, to the New York State Association, and to the Druggists' Alliance.

### HON. JOHN C. OTIS.

#### Something About a Successful Cincinnati Pharmacist.

John C. Otis, Ph.G., M. D., than whom a more popular man would be hard to find, is a leading Cincinnati pharmacist. He was born and raised in this city, and his business life has been eminently successful. Dr. Otis began life in moderate circumstances, and he has forged to the front chiefly by his own exertions.

At the coming session of the Legislature in Columbus Dr. Otis will look out for the interests of the pharmaceutical profession and he will no doubt father several bills which will tend to regulate the practice of pharmacy.

It is more than likely that Dr. Otis will introduce a measure to amend the pure food laws. While the subject of this sketch is a Republican and member of the Young Men's Blaine Club of this



HON. JOHN C. OTIS,

Member of the General Assembly of Ohio.

city, he has repeatedly stated that he will not vote for the re-election of Senator Mark A. Hanna. Dr. Otis was elected to the General Assembly on a Fusion ticket containing Republicans and Democrats. There were five Republicans elected and nine Democrats. It was a ticket of the people as against a Republican machine ticket. The vote cast for Dr. Otis was a large one and was quite gratifying to himself and his legion of friends and well wishers. That he will make his mark as a legislator there can be no doubt, as he is possessed of qualities which amply fit him for the position.

The Otis pharmacy, in the Hulbert Block, at the southeast corner of Sixth and Vine streets, is one of the best-paying establishments in the city. The firm of John C. Otis & Co. first began business

at Ninth and Vine streets, but several years ago the store was removed to its present location. Dr. Otis is a graduate of the Cincinnati College of Pharmacy and of the Medical College of Ohio. He has been successful both as a physician and pharmacist. He is a member of Lodge No. 5, B. O. O. E., and several other social and fraternal organizations. Dr. Otis is married and lives with his happy family on West Seventh street.

#### A Southern Pharmacist-Politician.

General Eugene May, of New Orleans, has been nominated to represent his district as a member of the constitutional convention which will be charged with the revision of the constitution of the State of Louisiana. General May is one of the most successful druggists, as well as one of the most popular citizens of New Orleans.

#### Buffalo Druggists in Politics.

There have been several druggists deep into politics lately and success in some cases will keep them there. Buffalo elected for Mayor Dr. Conrad Diehl, brother of the druggists, J. P. & J. W. Diehl, of Main and Genesee streets. He is not much of a politician, and it is hoped that he will fall into line as a quiet business man and forget the demands of party when vital questions are on. There is certainly reason for this hope, as he was elected largely as a rebuke to the opposing party machine. Neil McEachren, the popular West side druggist, was again returned to the Board of Supervisors, of which he has been a most valuable member for several years. Andrew J. Keller, the East Side druggist, who was renominated for councilman, was defeated.

#### Responsibility in Sale of Poison.

A firm of wholesale druggists in the province of Quebec received an order for bismuth from an apothecary, but by mistake sent him antimony, which he in turn sold as bismuth, believing it to be that substance. A dose of antimony, in a prescription calling for bismuth, was consequently administered to a sick woman, with injurious effect; and a suit for damages was brought against the firm from which the apothecary obtained the antimony in the first instance. The trial court decided that the firm was responsible for the injury. The Superior Court of Quebec held that there was no such legal relation between the original vendors of the drug and the injured person as to render the defendants liable, but that the real responsibility lay with the apothecary. The Provincial Court of Queen's Bench took the contrary view, saying that, although there was no contract, there was a liability. On November 12th the defendants applied to the Judicial Committee of the Privy Council in London for leave to appeal to that tribunal (which is the court of last resort for colonial cases), and special leave was granted.

#### The Georgia Board.

The Georgia Board of Pharmacy met in Atlanta November 8th and 9th. The full board was present. Messrs. S. C. Durban, chairman; Henry R. Slack, secretary; George F. Payne, Harry Sharp, and John P. Turner. The meeting on the 8th was purely an executive session

to hear reports of its officers. The report of Dr. John W. Goodwyre, drug inspector, was of special interest. He showed that he had visited 41 places in Georgia and collected nearly 1,000 samples for inspection. The druggists, he said, received him cordially and were in hearty accord with the board in their efforts to prevent the sale of adulterated drugs. He was favorably impressed with Georgia's druggists and thinks they are trying to advance the profession of pharmacy.

The board examined eighteen candidates; twelve passed and six failed. The following passed: William T. Caldwell, Augusta; William Clare, Savannah; Dr. C. F. Cooper, Jr., Perry; Dr. W. P. Connally, Atlanta; Dr. C. H. Davenport, Fairburn; W. W. Hall, Ph.G., Arabi; C. B. Harroll, Ph.G., Richland; M. D. Hodges, W. B. Moody, Atlanta; J. W. Nichols, Dalton; A. J. Palmer, Ph. G., Athens, and C. J. Tucker, Atlanta. Mr. Palmer made the highest average and was given the prize certificate. Among those who failed was a Doctor in Pharmacy.

The board re-elected S. C. Durban, chairman, and H. R. Slack, secretary and treasurer. This is Dr. Slack's eleventh year as secretary. The board adjourns to meet subject to the order of the chairman, which will be issued when twelve or more applications for examination are filed with the secretary.

#### An Insect that Eats Combs.

C. R. MACKINNIE, of the firm of Barrow, Martin & Co., wholesale druggists, Norfolk, Va., writes as follows: "In your last issue I noticed an article headed An Insect that Eats Combs, and as your correspondent states he has never seen the insect, I take this means to say that I have experienced the same trouble with insects, but I have seen the insect, which is, of course, very small, dark brown in color, and almost round, say about the size of a letter of the type you use in your journal."

#### A Binder Free.

To every subscriber sending us a new cash subscription from some one else, we will forward, if requested at the time, a binder to hold two volumes of the



AMERICAN DRUGGIST BINDER.

AMERICAN DRUGGIST. These binders retail at \$1.00 each, and we make this liberal offer so as to induce our readers to take a more active interest in the paper and to get a greater benefit by preserving it in such a manner that it can be referred to without any difficulty.



### Notes of Interest from the Metropolitan District.

Joseph Sieke has opened a new and elegantly equipped pharmacy on Mount Hope, Tremont.

Chas. F. West, of West & Jenney, Boston, was a visitor to the New York drug market last week.

E. Broch, formerly with W. R. Schroeder, is to open a new store corner of Morris and Central avenues, Newark, N. J.

The Hershey Chocolate Co., of Lancaster, has rented the store in the Gerken building, corner of Chambers street and West Broadway.

C. F. Michaels, of the Langley, Michaels Co., San Francisco, was among prominent visitors in the drug trade district this week.

Gardner's pharmacy, recently opened at 103 West Forty-second street, under the "L" station, is a well-stocked store, and the fittings are handsome.

Frank A. Mosebach, who recently resigned his position at Merchantville, N. J., has accepted a clerkship with Emil Vockroth, druggist, at 55 Newark avenue, Jersey City, N. J.

Mrs. Tomlinson, who has conducted a pharmacy at One Hundredth street and Amsterdam avenue, has sold out to Rondin, formerly of Second avenue and Thirteenth street.

John A. Wolff, for several years prescription clerk at Parson's Music Hall Pharmacy, Orange, N. J., is now manager, in place of F. G. Couch, who formerly held the position.

Commodore Isaac E. Emerson, of Baltimore, spent several days in the city during the past fortnight, receiving, as he always does, a most cordial welcome from his many friends.

Sofus Petersen has accepted a position as head clerk with Dr. D. Schleimer, proprietor of the Eagle pharmacy, at 133 Bergen street, corner of Hoyt, in the Borough of Brooklyn.

James G. Sanford, formerly with David Masters, Jr., druggist, at the corner of Flatbush and Sixth avenues, Brooklyn, is about to open a new drug store at 39 Grant Square, in the same borough.

John F. Lane has resigned the position at John F. Mooney's pharmacy, corner of Pavonia avenue and Grove street, Jersey City, N. J., where he has been clerking for the past three years.

William L. Simmons has sold his interest in the drug store on the corner of One Hundred and Twentieth street and Park avenue to his partner, Jesse Bernhard, who will continue the business.

J. Frisbie Anderson, who had a retail drug store at the corner of Liberty avenue and Warwick street, Brooklyn, has given up the same owing to poor business, and has decided to go back clerking.

John Vetter, who recently resigned his clerkship at Davidson & Bulkley's pharmacy, 84 Montague street, Brooklyn, has been employed by E. Milhau & Son, 83 Broadway, New York City, as stock clerk.

The St. Paul Company, of New York City, has been incorporated to deal in medicines; capital stock, \$20,000; directors, Allan W. Woodruff, Frank S. Gray, William G. Brown and Letitia Moody, of New York City.

Herman A. Garlipp, a druggist of 404 Central avenue, Brooklyn, was convicted by a jury in the Lee Avenue Police Court, on Friday, December 3d, of practicing medicine without a diploma. He has since been declared insane.

The marriage engagement is announced of Miss Nellie Graves, daughter of Mrs. E. L. Graves, of High street, of Northampton, Mass., to Frank Russell Loomis, of Easthampton, of the firm of J. A. Loomis & Son, druggists.

G. Ridenour, who recently left the employ of H. E. Young, druggist, at the corner of Second place and Court street, Brooklyn, is now the night clerk at Warsaw & Co.'s pharmacy, on Eighth avenue and Thirty-fourth street, New York City.

Walter Scheele has sold his two drug stores at Rahway, N. J., the uptown pharmacy now being owned by Robert Joyce, while his other store was purchased by Lewis W. Brown, who is a graduate of the New York College of Pharmacy, class of '90.

Charles W. Dietz, N. Y. C. P., '87, who sold his drug store on Second avenue to George Stolzenburg about a month or two ago, has taken a position as clerk with Otto Frohwein, druggist, at 1620 Third avenue, corner of Ninety-first street, New York City.

S. W. Ferguson and Nathan R. Brownell, of Shenevus, N. Y., have formed a partnership and bought the respective drug stores and stocks of Dr. A. C. Follette and F. H. Bresel. Dr. Follette goes to the Klondike; Mr. Bresel continues in the dry goods and grocery business.

The William H. Rudkin Company, of New York City, to manufacture essential oils and essences; capital stock, \$10,000; directors, William A. Vent, Joseph Albert Rudkin and Charles E. Fiske, of Brooklyn, was incorporated with the Secretary of State on December 2d.

Mrs. J. Dorn, proprietor of two drug stores on Columbus avenue and Ninety-third, and corner of Ninety-sixth street, New York City, has just returned from a flying trip to Ireland, where she visited her mother, who was very ill. She was gone only a little over three weeks.

Harry Hintlian, N. Y. C. P., '94, has resigned his position at William M. Olliffe's pharmacy, 6 Bowery, where he has been succeeded by Matthew Kramer, who was formerly with Max Hollander, druggist, corner of Palisade avenue and Plum street, Jersey City Heights, N. J.

William Novotny, N. Y. C. P., '93, formerly at J. M. Fisher's pharmacy, corner of Seventy-ninth street and First avenue, and more recently in the employ of A. Friedlander, druggist, at 2183 Eighth avenue, New York City, has resigned his position with Mr. Friedlander.

Bernard Costello, whose pharmacy has been situated at 3929 Fulton street, Brooklyn, for upwards of a year, has moved his store to the corner of Mott and Grand streets, New York City, where Franklin B. Crouch's drug store used to be. Mr. Crouch gave up his business some years ago.

W. J. Althans, general auditor of the Anheuser-Busch Brewing Co., is in the city on important business connected with his department. Mr. Althans became very popular with the drug trade of this city during the time when he gave his personal attention to the New York office of the Malt-Nutrine department.

Mr. Fagnin, of the retail drug firm of Fagnin & Green, of Bradford, Pa., was in this city last week, inspecting the stocks of fancy goods and notions, with a view of laying in a supply for the holidays. Mr. Fagnin has lately had political honors conferred upon him by being elected Mayor of Bradford.

Herman H. Albers, druggist, at 210 Irving avenue, Brooklyn, is giving his store a thorough overhauling, and has repapered and painted the interior, and placed a new linoleum on the floor. The fixtures have been repolished, and the effect of all this is a new store in place of the old one.

C. B. Kirkland, advertising manager of Parke, Davis & Co., and William M. Warren, spent several days in New York City about December 1st, in the interest of the firm. Mr. Kirkland has made an enviable record as a publication and advertising manager and has hosts of friends in the city.

Bruno F. Dauscha, N. Y. C. P., '95, who was with Tschepp & Schur, until that firm sold out their store at the corner of Sixty-fourth street and Park avenue, New York City, to Louis Lehn, will open a new store at the corner of Ninety-second street and Madison avenue, about the middle of December.

G. A. Kennedy, an alumnus of the Ontario College of Pharmacy, class of '94, has resigned his clerkship at J. H. Rehfuss's pharmacy, at 252 Sumner avenue, Brooklyn, and is now in the employ of Messrs. Smith & Stage, druggists, at the corner of Fifty-seventh street and Seventh avenue, New York City.

John Khiei, druggist, at the corner of Third avenue and Thirtieth street, New York City, has recovered from his recent illness, and has returned to business. He was sick for four weeks, and during his absence Eugene Lohr, N. Y. C. P., '93, was in charge of the store, but upon Mr. Khiei's return, Mr. Lohr was relieved.

The Bicycle Section of the German Apothecaries' Association had an excursion to Valley Stream, Long Island, on Thursday, November 18th, and two weeks thereafter, on December 2d, their run was to Coney Island, under the leadership of John Albers, Jr., who officiated as the pacemaker. The run was a decided success.

Walter L. Schneider, formerly with Dr. S. L. Dawes, druggist, at Saugerties, N. Y., and more recently in the employ of Pharmacist Luther Hummel, in the same town, has resigned at the last-named pharmacy, and accepted a position as clerk at T. E. Davie's pharmacy, at the corner of Thirty-sixth street and Third avenue, New York City.

English's pharmacy, on Eighth avenue, near Forty-ninth street, New York City, has changed hands, it having been purchased by two clerks who formerly were employed at William Falkner's pharmacy, at the corner of Fifty-second street and Eighth avenue. The former clerk at English's pharmacy, Benjamin Teitlebaum, has resigned his position, owing to the change.

Jacob J. Lauffer, formerly with Charles F. Sautler, on South Fifth street, Brooklyn, will open a new store at the corner of Winfield street and Broadway. Mr. Lauffer has secured a very desirable location and has had the store fitted up in a very attractive manner, the walls being covered with terra cotta cartridge paper. The fixtures are finished in mahogany.

James T. Shillinglaw, N. Y. C. P., '87, formerly in the retail business at Malone, N. Y., where he was a member of the firm of Shillinglaw & McNulty, and more recently the head man at P. B. Knapp & Son's pharmacy, at 362 Hudson street, New York City, has become the owner of the drug store, corner of Seventh street and Seventh avenue, in the Borough of Brooklyn, by purchase from L. M. Royce.

W. C. Beardmore, Ph.G., at one time apothecary to the Vanderbilt Clinic, and now proprietor of a select and well-equipped pharmacy on Summit avenue, Jersey City, was married on November 22d to Miss M. W. Love. The ceremony took place at St. John's Church, New York. E. Rudolph Leonhard was best man. Everybody who knows Mr. Beardmore, and he has a host of friends in New York, will join with the Druggist in extending congratulations.

William Hunte, whose illness was reported in our last issue, died on Monday, November 22d, after an illness of a little over a week, at his residence at 32 Fifth avenue, corner of Dean street, in the Borough of Brooklyn. Mr. Hunte was sick with pneumonia, when he contracted malignant scarlet fever, from which he died. He was hospital steward of the Twenty-third Regiment, and a member of several societies, among the number, the Royal Arcanum, the Alumni Association of the New York College of Pharmacy, and a member of the Brooklyn College of Pharmacy, and the Kings County Pharmaceutical Society. He was very well known, and well liked by the druggists of New York and Brooklyn. He graduated at the New York College of Pharmacy in 1882, and was in his thirty-sixth year. He was married and leaves a wife, but no children.

Horace G. Pierson, of Hornellsville, widely known as a prosperous druggist and a contributor to many of the leading pharmaceutical journals, was in New York recently, accompanied by his wife. He was registered at the Waldorf-Astoria.

T. B. Dunn, of Rochester, widely known as the proprietor of the popular breath perfume, Sensen, is making a short stay in New York, visiting among friends. He expressed himself to an AMERICAN DRUGGIST reporter as being very much encouraged with the business outlook.

L. M. Royce has disposed of his pharmacy at Seventh street and Seventh avenue, Brooklyn, to James T. Shillinglaw, formerly of Malone, N. Y. Mr. Royce intends to devote more of his time to pharmaceutical research, and he may be heard from soon through one of the leading drug journals.

Ira I. Hopkins, head prescription clerk with J. B. Todd, of Ithaca, recently sustained an annoying illness by the inhalation of some potassium bichromate which he was powdering in a mortar. The irritation brought on a hemorrhage, and Mr. Hopkins was ill for several weeks, but has now completely recovered, and is back at his old post.

Henry Abbott Leonard, of New Brighton, Staten Island, was married November 6th to Miss Cornelia Wilks. The ceremony was performed by the Rev. E. B. Smith, of the Church of the Transfiguration, in New York City. Mr. and Mrs. Leonard will reside in Staten Island. Mr. Leonard was one of the senior students at the New York College of Pharmacy last year.

## Notes of the Bowlers

### BY ONE OF THEM.

#### The Record to Date.

##### WHOLESALE DRUG TRADE ASSOCIATION.

Colgate & Co. 7 2 802 L'man & Kemp 3 4 784  
Whitall, T. & Co. 7 2 784 R.W. R. & Co. 3 4 784  
Dodge & Olcott. 6 2 799 Sh'p & Dohme 3 4 751  
Parke, D. & Co. 6 2 744 Bruen, R. & Co. 3 7 688  
Merck & Co. 5 2 743 Max Zeller .... 1 4 683  
P'w's & W'm'n 7 3 772 Roessler & H'r 1 8 772  
Seab'y & J'nson 5 5 733 Up'j'n P. & G. Co. 8 635

Parke, Davis & Co.'s team stepped down from the top notch on Saturday and joined the group that were tied last week for second place. There are now a number of teams bunched, with only two games lost.

Not at any time during the previous year has the tournament been so interesting as at present. Every week from now on will see a change in the position of the leaders. Any one of six or seven teams has a chance to win the championship.

The game on Saturday between Powers & Weightman and Colgate & Co. was very exciting and the enthusiasm of the partisans of both teams was an interesting feature. While it was close from the beginning and a defeat would mean a great loss to either team, it was a pleasure to see the feeling displayed by the players, who indulged in good-natured banter all through the game.

Seabury & Johnson's team, notwithstanding their two defeats last week, have bowled quite a steady game all season. They might improve, however, if they would use a little more of Mr. Seabury's famous sideball.

Lanman & Kemp's team are beginning to round into their old form. They recently put up nearly an 800 game. E. Kemp, Jr.'s presence seems to bring out their latent powers. In previous years they more than once nipped the budding hopes of aspiring champions and history may repeat itself.

The teams representing The Upjohn Pill & Granule Company roll as if they had stage fright. After they have grown accustomed to tournament bowling they no doubt will do better work.

George Lawrence, of P. & W.'s team, who holds the highest score record thus far, is a clever bowler. It is not unusual in most tournaments for the highest game to be rolled by some ordinary player who happens to get in a lucky score. Should Lawrence carry away the prize, however, it will go to one of the best bowlers in the tournament.

The association has one enthusiastic supporter in Dr. Alfred R. L. Dohme, of Sharp & Dohme. It is said that more than once he has come up from Baltimore expressly to be with his team. He is a very effective bowler and is almost sure on a spare. This team have had more than their share of hard luck and as they have several good bowlers in addition to the doctor, they will be well up in the race when the season is over.

Geo. Smith, of Robinson's team, is a very jovial fellow. The boys all say it would be a pleasure to roll with his congregation if it were not for the fact that they are so hard to beat.

There are a number of men at the alleys every Saturday trying to find out who drew up the schedule. Poor man, he is being woefully abused.

## Mushrooms at the College of Pharmacy.

The chemistry of the toxic principles of certain poisonous mushrooms was discussed at a meeting of the New York Mycological Club, held in the College of Pharmacy, on Monday evening, December 6th. The paper of the evening on "Mushrooms; their economic and pathogenic relations," was presented by Dr. Henry G. Piffard. The author called attention to the poisonous principles of some of the Amanita. The paper was discussed by Drs. S. E. Jelliffe and C. W. Deming. Dr. Jelliffe discussed the chemistry of the ptomaines and poisonous alkaloids generated in the human cadaver. Choline invariably developed in the human system after death, and it was the mother substance of many alkaloids. Its structure was shown by its graphic formula, and the production of poisonous alkaloids like neurine and muscarine were shown to be the result of a process of either oxidation or hydration.

Dr. Deming quoted largely from Mr. Chesnut's paper, printed in the preceding number of THE AMERICAN DRUGGIST, in which some new facts regarding poisonous mushrooms were set forth. He poked a lot of fun at the dispensaries for the moldy character of the information contained in them regarding fungi. The rules for distinguishing the poisonous fungi, which are given in the United States Dispensary are antiquated to a degree and to read them was to laugh.

The New York Mycological Club meets twice a month in the trustees' room of the College of Pharmacy and the meetings are, as a rule, well attended. Professor L. M. Underwood, professor of botany at Columbia University, is president, and Miss Cornelia C. Bedford, 16 East One Hundred and Thirty-first street, is secretary of the club.

## PRESIDENT KEMP HAS RESIGNED.

### Resignation Announced to the Board of Trustees.

The following news item, printed in our issue of September 25th, created quite a ripple of interest at the time, and will be recalled by many readers of the AMERICAN DRUGGIST:

#### PRESIDENT KEMP MAY RESIGN.

It is reported that the New York College of Pharmacy is about to lose the services of President Edward Kemp. Mr. Kemp is, we hear, seriously thinking of renting a villa in Grasse, France, for the winter, and if this should prove true, his resignation as president of the college will be announced soon.

At the meeting of the Board of Trustees of the college, held on Tuesday evening last, a reporter of the AMERICAN DRUGGIST was present to report such of the proceedings as might be of interest to the members and the trade generally. While the offering of resolutions in memory of the late H. W. Atwood, a former vice-president of the college, was one of the important reports acted upon, there was business of as much importance to the institution transacted about which the secretaries were singularly reticent. In circumstances like these, a reporter's curiosity is a hard thing to satisfy, and it was not a difficult matter to ascertain that the most important matter coming before the meeting was the reception of a communication from President Edward Kemp, who is spending the winter in France, in which he offered his resignation as president of the college. We understand that President Kemp's letter was referred to a committee for consideration.

## WESTERN NEW YORK.

### Condition of Business in Buffalo—Erie County Board Benefits by Publicity—Football Taken Up by Buffalo Drug Clerks—Who Wants to Be a Hospital Steward?

BUFFALO, Dec. 7.—The drug trade has improved of late, probably on account of the weather, which has been very changeable for some time, neither settling down to winter, nor quite giving up the pleasant record of the fall. The improvement is in all branches of the trade, and is very acceptable, especially since the soda water season has dropped off.

#### Department Store Competition.

The only inroad of department store competition noted of late was that of the Adam, Meldrum & Anderson Co., which lately gave a half-price day, which included the confectionery and ice cream. As a rule the Buffalo druggists do not go into confectionery in a general way, but all, as a rule, carry a small, but choice stock of mostly home manufacture.

#### Publicity Helps.

The Erie County Board of Pharmacy has discovered that it pays to mention their move against the delinquent members of the trade. Since the AMERICAN DRUGGIST began to mention the matter and show what the Board was prepared to do in case delinquents did not fall into line, there has been quite a general response to the invitation to comply with the law. Nothing will be done in this line at the first December meeting of the Board, but the subject will be opened at the second meeting.



Dr. W. H. Heath, city inspector of food and drugs, has been obliged to give up all business of late on account of a serious affection of one of his ankles. The bone was broken some time ago, and was not properly set, so that a very painful operation was necessary. The flesh was laid bare and the bone scraped. The inflammation is in consequence of the latter operation.

#### Dr. Gregory Makes an Effective Display.

About as pretty a window as Buffalo boasts is that of Dr. Gregory's pharmacy, that has lately bloomed out with a collection of pictures sent out to call attention to Rogers' California perfumes, which are now in process of capturing the town. A picture of California poppies a yard long is given with each purchase of perfumery. The new toilet article promises to win favor on its merits alone, and with the start it is getting it ought to boom at once.

#### How to Advertise a School.

Football has captured every drug clerk and practically every druggist in Buffalo, since the University of Buffalo set up a strong eleven, and has gone in to win a place among the strongest kickers in the country. The team has this season beaten, and usually very badly beaten, every club that it has played with, and is now aspiring to front rank. It is already announced that all of the club but two will return to college next year, and that some old players from eastern colleges will enter the university next year and contribute to the making of the club fairly invincible. Games have been scheduled here with Cornell, Williams and the Carlisle Indian Club, and it is even said that the club will go to New Haven and play with Yale. It appears that the art of advertising a school on the athletic plan is already learned here.

President Smither, of the State Pharmaceutical Association, is continuing his campaign against the caucus methods in elections, and has delivered another address in favor of their abolition and the substitution of direct voting for the candidate. As Mr. Smither is always right and usually finds a way of convincing the public to his way of thinking, there is hope that this reform may succeed.

#### Examination for Post of Hospital Steward.

The faculty and supporters of the Buffalo College of Pharmacy are much gratified at the reception of the following circular, as it promises a new opening to pharmacy graduates:

HOSPITAL STEWARD, U. S. MARINE HOSPITAL SERVICE.

February 3 and 4, 1898.

The United States Civil Service Commission announces that, on February 3 and 4, 1898, an examination will be held for the position of Hospital Steward in the United States Marine Hospital.

The age limitations for entrance to this examination are, twenty-one to thirty years.

The examination will be given in any city where the Commission has a Board of Examiners, if there are applicants.

For the information of applicants the following statement is made:

The professional scope of this examination will be of such nature as to show a good knowledge of pharmacy, materia medica and chemistry. In pharmacy, familiarity with the preparations of the U. S. Pharmacopoeia, together with a thorough knowledge of the methods of their preparation, will be expected; the chemistry of these compounds will be dealt with, as well as the reactions usually relied upon in urinalysis. In materia medica, particular stress will be laid upon therapeutics and dosage, as well as a knowledge of the derivation and native principles of the most important drugs used in medicine.

The subjects and weights of the examination are as follows: Spelling, 1; penmanship, 1; arithmetic, 1; letter writing, 1; elements of bookkeeping and accounts, 1; chemistry, 4; pharmacy, 8; materia medica, 3.

The time allowed for the examination will be two days of seven hours each.

Applicants must be graduates in pharmacy and must have the medical certificate on the application blank executed by a medical officer of the Marine Hospital Service.

Unmarried men or men with small families are preferred.

The salaries of stewards range from \$480 to \$720 per annum, with subsistence, quarters, fuel and lights. At stations where no quarters are furnished, stewards are entitled to commutation of quarters and traveling expenses when traveling under orders.

The Commission desires to invite attention to the fact that no eligibles resulted from the examinations which were held on October 2 and 26 for this position, and it is desired to secure a sufficient number of applicants for this examination to fill existing vacancies, of which there are now a number.

Persons desiring to enter this examination should at once write to the United States Civil Service Commission, at Washington, D. C., for application blanks, Forms 304 and 376, which should be properly executed and promptly returned to the Commission.

No applications will be accepted after the hour of closing business on January 20, 1898.  
December 1, 1897.

#### A Good Affair to Let Alone.

I have lately run across the footprints of what is called the L. M. Saunders Drug Association, of 174 Swan street, this city, and from what I can hear of it I conclude that it is a good affair to let alone. It is said that it is made up of one man who merely had an upper room, and who has lately moved to another street on account of failing to pay his rent. He has a bad way of ordering all sorts of supplies, and he may pay for them, for all I know, but the trade here has a notion that he is not that sort of a fellow.

#### State Notes.

Colonel Tilden, the head of the Tilden laboratories at New Lebanon, N. Y., has recently been blessed with a lusty son and heir.

The Norwich Pharmacal Co. have removed their New York offices from William and Fulton to the Corner of John and Gold streets.

S. C. Woodson has sold his Elk-street drug store to A. P. Sweeney. The new proprietor is not a druggist, and will manage the store through a licensed clerk.

The Civil Service Board has been notified of the appointment of Levant B. Batcheller, of Gowanda, Cattaraugus County, as apothecary at the Craig Colony for Epileptics, in Livingston County, at a salary of \$40 a month.

Thomas Allen Howard, of Washington, died on November 25 at his residence, 1735 Seventeenth street. For the past twenty-five years he had been employed in the drug store of W. S. Thompson. He was a member of the Confederate Veterans' Association.

Dr. Martin Van Winkle, a prominent physician of Little Falls, dropped dead in front of his drug store on Main street, Paterson, on November 29. Death was due to a stroke of apoplexy. Dr. Van Winkle was seventy-two years old, and had practiced medicine for nearly fifty years.

The following stock companies have been incorporated with the Secretary of State: Standard Emulsion Company, of New York City, to manufacture drugs, medicinal foods and chemicals; capital stock, \$5,000; directors, John Lynn, John Francis Russell and Edward H. Cilley, of New York City.

Frank L. Norton, of Delhi, widely known and highly esteemed throughout the State as a member of the New York State Board of Pharmacy, was a visitor to the city during the last week of November. His services to the board have been greatly appreciated by his associates, and he is distinguished for his courtly demeanor and skill as a pharmacist.

It was announced that Benedict Weber had bought the drug store at Oak and Virginia streets, but there soon arose another claimant of the store in the person of Dr. Sharp, who declares that it is his by virtue of a judgment obtained by him against the former owner. It looks as though the courts might have to settle the ownership of the store.

## MASSACHUSETTS.

#### Boston Druggists Meet.

Boston, Dec. 4.—The November meeting of the Boston Druggists' Association was held at Young's Hotel, on the 30th ult. President Ingraham occupied the chair and the guests present were Rev. A. A. Berbe, D.D., General Curtis Guild, Jr., President William C. Pope, of the Armstrong Manufacturing Company; Edward F. Varney, Ph. G., and C. M. Graham, of the T. Metcalf Co.

Rev. A. A. Berle spoke on "Some Civic and Commercial Resemblances," and General Guild followed with a talk on "The Real Militia." William C. Pope's application for membership was presented at this meeting. The next dinner will be held on December 28.

#### Heavy Fines in Liquor Cases.

Two of the Cambridge liquor cases reported in this column last summer were recently ended in the Middlesex Superior Criminal Court, and the sentences were as heavy, if not the heaviest, ever imposed on any one connected with the drug trade in this commonwealth. The defendants were Thomas F. Gallagher and Judson A. Wicker.

They were convicted on two counts. On the first each was fined \$250, and on the second a fine of \$100 each and a sentence of six months in jail.

#### Boston Items.

Eugene Lord, with W. B. Hunt & Co., has just returned from a successful hunting trip to the Maine woods.

C. P. Whittle will furnish the fixtures for K. J. Hart's new store at Glovers' Corners. The new fountain is supplied by James W. Tufts.

Frank P. Fitzgerald, formerly with P. L. M. Gaudett, is to open a new store on Broad street, Salem. His new oak fixtures are being made by C. P. Whittle.

Walter Messenger succeeds Edward F. Otis, Ph.G., at the corner of Washington and Dudley streets. Mr. Messenger has been clerking for Fisher & Co., Washington street and Massachusetts avenue, for several years.

Henry C. Hall, of Hall & Lyon, Waltham, who won thirteen out of fifteen delegates in the caucuses for Democratic mayoralty nomination, decided, on account of his large private interests, not to run for the office and withdrew his name before the convention was held.

C. E. Coombs, Ph.G., 276 Massachusetts avenue, has been abroad several times and is an enthusiast on the subject of foreign travel. At present he is planning another trip for the coming summer, and a portion of his traveling may be done a-wheel. He has already made one extended tour in Europe on the wheel.

The Metcalf Co. is determined to have the best environments in its prescription department. At 39 Tremont street a new steel ceiling has been added, and this has been covered with a coat of white enamel, greatly to the improvement of this portion of the store. At the Copely square store the adjoining store has been leased, and is now in process of reconstruction as an addition to the prescription department.

The Congress street building which is to be occupied by the American Soda Fountain Co., and was especially constructed for the concern by the Boston Real Estate Co., is the first fire-proof factory building in New England. A. D. Puffer & Sons Mfg. Co. moved into the new building on December 1st, and James W. Tufts will move on January 1st. This moving is a matter of no small moment to these houses, the stock of the Puffer Co. filling 500 wagon loads, and it is estimated that Mr. Tufts' stock will be equal to 1,500 wagon-loads. Mr. Tufts, prior to removal, is advertising bargains in plated silverware.



## PENNSYLVANIA.

## For the Pelletier and Caventou Monument.

On December 3, Professor Henry Trimble, of the Philadelphia College of Pharmacy, who was recently appointed a committee of one to secure contributions toward erecting a monument in honor of M.M. Pelletier and Caventou, in Paris (as recorded in a preceding issue) has forwarded to the headquarters of the association that had this matter in charge 1,000 francs and he expects to send more at a future time. When is taken into consideration the short time he has been securing it the amount is considered fairly good. There is no doubt but that it could be largely increased if all the well-known scientists and professional men of this country had been given a mere inkling of the fact, but the amount was subscribed by a comparative few. Most of the money was raised in this city, which speaks well for the generosity of the men here. There is no doubt but that those who care enough to recognize merit will come forward later, which is generally always the case.

The *Repertoire de Pharmacie* of Paris, publishes the following list of contributors to the Pelletier and Caventou memorial fund:

	Francs.
M. Caventou, president of the Academy of Medicine .....	3,000 00
M. Leprince, Paris .....	100 00
M. Collandre, d'Allanche (Cantal) .....	5 00
M. Vicario, Paris .....	10 00
M. F. Comar, Paris .....	10 00
M. L. Comar, Paris .....	10 00
Association Generale des Pharmaciens de France .....	500 00
Chambre Syndicale des Fabricants de Produits Pharmaceutiques .....	200 00
Association des Internes en Pharmacie de Paris .....	100 00
Societe de Pharmacie de Suede .....	100 00
M. Roy, Paris .....	20 00
M. Moissan, professor a l'Ecole de Pharmacie de Paris .....	100 00
Syndicat des Pharmaciens de l'Aube ..	20 00
M. Julliard, Paris .....	5 00
M. Duche, d'Aubigny (Cher) .....	5 00
M. Bernhard, d'Etrepigny (Eure) .....	5 00
M. Fournier (Eugene), Paris .....	20 00
M. Nicot, Paris .....	10 00
Total .....	4,320 00
Previously acknowledged .....	2,271 50
Total .....	6,591 50

## Passing of an Old Drug Store.

The old drug store at the northeast corner of Sixth and Pine streets will soon be a thing of the past, as the present tenant intends moving on December 10 to the opposite corner. It is said that Henry Zollickoff established this drug store in 1807. He was a Quaker of the old type, and many funny stories are told of this kind, but austere old gentleman. At his death, somewhere in the '50's, the store passed into the hands of Theodore Dilks, who was an apprentice to Mr. Zollickoff. Mr. Dilks died in a few years and the store was then bought by his brother, S. Levin Dilks, who for years did a lucrative business at the old stand, conducting it until 1891, when he died. It was then purchased by the present owner, N. W. Harris, who has been its occupant ever since. This store is a curious one and shows its antiquity, as all the old fixings and paraphernalia which were used in a drug store in the early part of the century are still retained. It has a history which includes many prominent druggists who have learned their profession in it. Besides, some of the most honored names in the

drug trade have been connected with this corner, such as Parrish, Proctor, Jones, and the celebrated Dr. Ricord of Paris, these at different times being apprentices to the old Quaker. Mr. Harris is well known in this section of the city; during the few years that he has conducted the drug store he has built up a very good business. His new store is intended to be a beauty, and he is fitting it up with all the latest improvements of a modern drug store. Of course, the soda water fountain will be an artistic one and everything will be done to make it one of the most attractive spots in this section of the city.

## Chelf—Green.

Professor Wilbur T. Chelf, a well-known druggist of Richmond, Va., and Miss Willie Douglas Green were married at Grace Episcopal Church, on November 24th, by Bishop Gibson, an uncle of the bride, and Rev. Landon R. Mason. The church was beautifully decorated for the occasion, and the wedding was a brilliant affair.

## Philadelphia Notes.

E. M. Boring has just returned from Chattanooga, where he assisted in dedicating the soldiers' monument at that place.

It is stated that there will be another new wholesale drug house in this city on January 1st, to be known as Steelman & Archer, and it is to be located at 107 Market street.

R. H. Lackey is following in the footsteps of ex-President Cleveland, and he is now the possessor of two little girls. The last one being received only a few days ago. He is very happy, and has a smile a yard wide.

Messrs. Smith, Kline & French Co. have erected two handsome silver masts, with silver-raised letter signs, each being 6x24 feet. They are considered the most beautiful signs in Philadelphia, and attract a great deal of attention.

On November 24th, the third year class of the Philadelphia College of Pharmacy, under the guidance of Professor Remington, took a trip to the Whittall, Tatum & Co.'s glass works at Millville, N. J. A very pleasant and instructive day was put in.

On November 15th the annual election of the Philadelphia Wholesale Drug Co., limited, was held in Handel and Haydn hall, Eighth and Spring Garden streets. The attendance was larger than usual, and there was no opposition to the ticket. The following directors were elected: James Buckman, E. R. Gatchel, E. M. Boring, D. H. Ross, Wm. McIntyre and Addison Eberly, the last named being a new member. Robert C. Brodie, was elected treasurer and Dr. A. T. Pollard, secretary. Mr. Buckman will be again chosen president as soon as the board organizes.

Joseph Cave, who for a long time was a member of the firm of French, Cave & Co., manufacturers of perfumes, and when this firm was merged into that of Smith, Kline & French Co., he was retained as the general manager of the department, is doing better than he ever did before. He is not hampered in any way, and the business for this fall is 25 per cent ahead of last year. This firm's "Sweet Chimes" is well known, and it is as popular as when it was first brought out. French's new violet perfume has also created a new demand, and the sales of this perfume are exceeding the most sanguine expectations. Mr. Cave is well known in the trade and he is greatly admired by all those who do business with him.

On December 1st Charles L. Young, a well-known druggist, died at his home at Terrace and Hermit streets, Wissahickon, of paralysis, which he was stricken with early in October. Mr. Young was one of the best known druggists in this city, and he was the pioneer of the section in which he died. He was born at Merion Square, Montgomery County, in February, 1844, and was a son of Thomas L. Young, for many years proprietor of a well-known hotel. Charles' grandfather was an officer in the Revolutionary war. After he had received an education in the public schools of this city he learned the drug business by serving an apprenticeship with the late Dr. Harry N. Uhler at Manayunk, where he remained until 1873, when he established the first drug store in Wissahickon.

## OHIO.

## Dr. Prendergast Returns to Stand Trial.

Cincinnati, Ohio, Dec. 5.—Dr. J. W. Prendergast, the fugitive Health Officer of this city, who is charged with attempting to blackmail the Fraser Tablet Company, of New York, has returned to the Queen City after an absence of several months in Canada. He gave himself up to Judge Spiegel, of the Common Pleas Court, and was immediately released on a three thousand dollar bail bond, signed by Joseph Brewster, ex-County Auditor, and at present a prosperous patent medicine manufacturer. The trial of Dr. Prendergast will begin on a date that will be fixed in the near future by Judge Spiegel and Prosecuting Attorney Schwartz. In speaking of his return at this time, Dr. Prendergast, among other things, said: "I have come back as I agreed to stand trial. I am ready to wait the action of the court. I shall not rest till the stigma shall have been removed from my name. I am confident that it will be. I desire to be restored to my former standing in the community. Not until this shall have been done shall I turn my hand to anything else, and I shall then probably resume the practice of medicine. While I was in Canada I did nothing to earn money, as I always expected to return. Until I crossed the border line yesterday I had not been in the United States since I left in July. I was at the Sandbanks Hotel, in Prince Edwards County. I had one of the hotel cottages. My wife, child and nurse were there with me. I am glad to get back to Cincinnati, but will not talk about my case, as that is in the hands of my attorney."

## Two Cases to Be Tried at the Same Time.

The return of Dr. Prendergast has been expected for some time. It is understood that he intended to return in September, but was told to wait until after the fall election, which he did. The case of Dr. Limerick for attempted blackmail is now on the criminal docket also and both physicians will probably have to stand trial in the near future. Limerick was once convicted and sentenced to two years in the penitentiary, but was granted a new trial. He is confident that he will be acquitted at his next trial.

## Registration Laws to Be More Stringent.

The Academy of Pharmacy, of this city, will seek to have enacted legislation which will make it more difficult than it now is for applicants to receive certificates entitling them to practice pharmacy. The bill, which will be fathered by Dr. John C. Otis, M.D., Ph.G., a member of the Hamilton County delegation, will provide for a more rigid examination of those who appear in the future before the Ohio State Board of Pharmacy. The matter will come up for discussion at the next meeting of the Academy of Pharmacy, which will be held during the latter part of December. At that time it is expected that the important features of the proposed bill will be decided upon.

## Ohio Notes.

Harry S. Houk has put in a very attractive onyx soda fountain in his new store at Zanesville. The fountain was made by the Onyx Soda Fountain Co., of Chicago.

Beagle & Lytle have opened a very handsome pharmacy at Marietta, one of the prominent features of which is a handsome fountain made by the Onyx Soda Fountain Co., of Chicago.

## MICHIGAN.

## More Phenacetine Smuggling.

DETROIT, MICH., Nov. 30.—Another apparent case of phenacetine smuggling made a brief sensation at Detroit and Port Huron, November 13th.

Special Treasury Agent Burton Parker at Detroit had for some time been aware that a good deal of the drug was being brought across the river from Canada. On the evening of the above date the following colored men were placed under arrest: Benjamin Huntoon, James Nevilles and George B. York. Huntoon, who is a sleeping-car porter on the Grand Trunk Railway, handed a heavy satchel to Nevilles at the depot, and he, in turn, turned it over to York, who was waiting with an express wagon. Special Agent Parker, Special Inspector Dowling, Special Employee Dowling and Deputy United States Marshal Campau were watching proceedings, and the men were placed under arrest. The satchel contained 80 ounces of phenacetine, sulphonal and antipyrine, put up in about twenty express packages, addressed to different parties in the United States. The value of the drug is about \$500, and the duty is 25 per cent ad valorem.

The next day William E. Saunders, a druggist of Toronto, Ont., appeared at Port Huron and explained that the drug had been imported in the regular way and the duties paid by the brokerage firm of Welton & Harrison. They were then sent to Port Huron, and put up in the packages for customers by a woman named Mrs. J. C. Fraser; then returned to Detroit to be sent by Messrs. Welton & Harrison to the consignees. The object of this way of importing was to evade the payment of heavy royalties to the New York firm that owns the phenacetine and other patents.

## The Michigan Board.

Out of the fifty-eight candidates examined at the November meeting of the Michigan Board of Pharmacy the following were granted certificates: C. W. Blake and Robert W. Cockburn, Kalamazoo; Anton Deisler, Saginaw; Richard W. Evans, Flushing; C. W. Fallas, Cedar Springs; L. D. Glassford, Chalton, Ont.; Truman G. Hoyt, Muskegon; Hagadorn, Bay City; John A. Miller, Caledonia; H. T. Markham, Port Huron; H. D. Phelps, West Bay City; J. F. Spinney, Lansing; Agnes S. Rich, Traverse City; S. L. Wyman, Weston; G. A. Koack, St. Joseph. Assistant pharmacists: Harry L. Gibbs, Greenville, and Walter E. Turner, Clifford.

## The Stearns Fellowship Renewed.

Two years ago a fellowship in organic chemistry and pharmacology was established at the University of Michigan, at Ann Arbor, by F. K. Stearns, of the manufacturing firm of F. Stearns & Co., Detroit. The amount available for research was \$300 a year for two years, and was to be given to a graduate of the school of pharmacy by the committee in charge. J. W. Knox, of Detroit, has had the fellowship for the past two years. Professor J. O. Schlotterbock, of the school of pharmacy, under whose direction the work of the fellowship has been done, has announced that it will be continued two years longer, at an increase of \$50 per year, and will be known as the "Stearns Fellowship of Pharmacognosy."

## A New Perfume Manufacturer.

The Elysian Manufacturing Co. have opened a laboratory here, and F. H. Main, the president and principal stockholder of the company, states that he will have ready a line of the finest perfumery on the market about February 1st. The company have secured roomy quarters for their laboratory at 46-50 West Larned street. Mr. Main is now in New York City on business connected with the affairs of the company.

## Michigan News Notes.

L. A. Phelps will open a new store at Holland.

C. N. Ware & Co. succeed Kinsel Bros., of Alpena, in the drug business.

M. E. Smick, of Frankenmuth, has sold his drug stock to A. O. Speckhard.

James McEvoy succeeds Fagan & McEvoy in the drug business at Manistee.

F. M. Hanks, of Sherwood, has sold his drug store to Northrop & Sturgis.

F. Green, formerly of Portland, Michigan, has purchased a drug store at Littleton, Mass.

Fred W. Holmes has succeeded Catherine P. Rankin in the drug business at 585 Baker street, Detroit.

O. L. Boice, of Port Huron, has removed his drug stock to a new building at the corner of Thomas street and Pine Grove avenue.

In a fire which destroyed the greater part of the business portion of Pinconning, Samuel S. Morris, a dry goods dealer and druggist, lost \$12,000.

A. J. Shannon, a druggist and grocer of Homer, Mich., was arrested on November 4th on a charge of selling liquor to a minor. It is said that his arrest was prompted by a saloon-keeper.

The United Alkali Co., of Liverpool, England, has obtained an option on an extensive salt plant at Bay City, with a view to establishing an immense factory of soda ash and other salt products.

A queer case of larceny led to a somewhat sensational arrest at Allegan, Mich., November 14th. Dr. L. F. Stuck, was charged with embezzlement and larceny. E. T. Van Ostrand, a leading druggist, has for several years given Dr. Stuck, who, by the way, is village president, a key to the store, so that he might go in at any time to get medicines or prepare prescriptions. Mr. Van Ostrand has for some time missed money, cigars and other articles from the store, and three clerks in succession were discharged on suspicion, but the stealing still went on. Finally, he alleges, he discovered that Dr. Stuck was the culprit. The total loss is placed at \$2,000. Dr. Stuck declares that the whole affair is a blackmailing scheme, and that he will be able to prove his innocence. He claims that on the night the detectives declare he stole the money he was at home sick, and that several witnesses will swear that such is the case.

## The Park Suits.

The suits that have been recently brought against the Proprietary Committee of the N. W. D. A. are beginning to assume some proportions as far as the papers filed by the prosecution is concerned. Some time ago a suit was brought in Philadelphia by Park & Sons against J. C. Eliel, et al., they fixing the damages at \$500,000. On November 29, the plaintiff's lawyers, Read & Pettit, filed in the court a petition termed "a declaration in trespass." The defendants, of course, will plead not guilty, and in this way the suit will be kept before the public for a long time.

Chas. B. Shoemaker, who succeeded to the business of Weber & Good at 211 Hamilton street, Allentown, last spring, is doing a flourishing business, and that promises a continued improvement under his energetic management.

## PERILS OF CHICAGO DRUGGISTS.

## Hold-Ups on the Increase.

## Thrilling Encounters of Chicago Drug Clerks.

CHICAGO, Dec. 3.—The traveling salesman who wishes to do a rushing business among Chicago drug clerks would do well to lay in a supply of revolvers and to carry samples with him while making the rounds of the drug stores. Alarm is felt by the clerks on account of the prevalence of hold-ups and those whose duty it is to remain in the stores at late hours often have opportunities to look down the wrong end of a gun barrel.

The first of the recent hold-ups took place on the evening of November 22d, in F. T. Pierce's drug store, 583 Ogden avenue, at 10 p. m. A policeman was standing not one hundred yards away when three men entered the store and ordered Joseph Edwards, the clerk, and Charles Nikodene, a former employee, to throw up their hands. Edwards obeyed, but Nikodene tried to slip through a side door. He was stopped by one of the men and was kept covered by a revolver during the progress of the robbery. With the revolvers of two of the bandits at his head, Clerk Edwards went to the till and

## NIGHT SCENE IN A CHICAGO DRUG STORE.

[From the Chicago Record.]



"Please fill this prescription!"

unlocked it. The men took the contents, about \$15, and ordered Edwards to the middle of the room, where he was robbed of \$4. Nikodene was then searched, but as he had only a quarter the men handed it back to him. The three men left the store by the front door, while Nikodene ran out of the side door and gave the alarm to the policeman, who was strolling leisurely down the street.

A successful entrance was effected to the store of Dr. Re, at Custom place and Polk street, on the morning of November 30th. About the same hour thieves broke windows in the front of Albert E. Eberts' store and attempted to get in, but did not succeed.

## The Van Schaack Suit.

Few editions of the daily papers have failed recently to give some details of progress in the Van Schaack case, and as a consequence the name of the wholesale druggist has been kept almost constantly before the public. The most recent phase of the case in which Peter Van

Schaack is accused of alienating the affections of his son from his daughter-in-law is that the verdict for \$65,000 damages has been set aside. Fione Lillian Van Schaack, however, says that she will not drop the case, but that she will begin two suits against the wholesale druggist. One of these suits is to be based on the alienation of the affections of his son from the plaintiff and the other will be for \$50,000 on a charge of defamation of character. A letter will be produced which is alleged to support the latter charge. Mrs. Van Schaack's attorney denies that she intends to go on the stage. No divorce proceedings have been begun, the attorney stating that he is after the father, not the son.

#### Counterfeit Liquor Seizures.

Two seizures of liquor have been made recently by constables, the raided concerns being A. Bauer & Co., 142-148 Huron street, and the C. H. Ward Drug Co., 149 and 151 Huron street. A number of foreign liquor and bottling firms, represented by Attorneys Charlton and Copeland, caused the raid. The firms that were raided were charged with imitating goods and selling them under counterfeit labels with the exception that in many cases the original bottles were refilled. The Bauer company occupies a new five-story building and is one of the largest firms of its kind in the city. Constable Eckart read his warrants to Mr. Bauer while his assistants stood guard in the various departments. The first seizure was a case of Hennessy brandy, which Mr. Bauer admitted was not genuine, but said that he was not responsible for having it in his possession. Then 240 bottles of Angostura bitters were brought out. The wrappers had the name of A. Bauer & Co. printed on them, but were declared to be facsimiles of the imported bitters. The name of the makers of the genuine article was blown in the glass of the bottles. About twenty cases were seized. Sixteen cases of Kummel were next seized, the labels being said to be counterfeits of those of the J. A. Gilka Company. Four cases of benedictine were also seized. Labels by the wholesale were found in the basement and all are said to be counterfeits. The labels are for James E. Pepper whisky, Gilka Kummel Company, the Angostura, and the Boonekamp Bitters Company. After finishing this raid the officials went to the place of the C. H. Ward Company. The constable and others had considerable difficulty gaining entrance to the bottling department, which is walled off from the rest of the establishment. One hundred and nineteen bottles of bitters were found, the monogram of H. Underberg Albrecht, the foreign bottlers of Boonekamp bitters, being blown in the glass. Some bottles of Vermouth were also seized, the glass bearing the name of the makers of the genuine. Empty Angostura bottles, packages of Kummel, gin in Booth's Old Tom bottles and other articles were seized.

#### Chicago Notes.

The State Board has sent to druggists a copy of the act, passed last summer by the legislature, regulating the sale of cocaine and of preparations which contain it.

Among the recent visitors to the wholesale house of Morrison, Plummer & Co. were the following: C. G. Eldredge, Sabula, Ia.; George J. Stevenson, Fennville, Mich.; Mr. Scholtz, of the Scholtz Drug Co., of Denver, Col.; C. C. Reed, of Lincoln, Ill.; O. M. Oleson, of the Oleson Drug Co., Fort Dodge, Ia.; Hiram Burgess, of Goodland, Ind.

Herman G. Nagel has put in a very handsome set of natural white oak fixtures, quarter-sawn, which were made after special designs by Alexander H. Revell & Co., into his new store at Fifty-fourth and Morgan streets. The combination glass-counter cases used in this store are of very attractive design and give a maximum of stock-room with a minimum of waste in store space.

At the meeting of the Chicago Drug Trade Bowling Club, November 19th, the following scores were made: Antrim, 158; Armstrong, 292; Baker, 337; Bauer, 328; Delbridge, 289; Matthes, 73; Medbury, 297; Pierson, 297; Snow, 285; Stabury, 334; Storer, 261; Waldron, 327. At the meeting November 26th the scores were: Armstrong, 358; Bauer, 352; Block, 366; Delbridge, 359; Fechter, 301; Matthes, 273; Matthews, 331; Medbury, 354; Snow, 297; Storer, 282; Waldron, 345.

Among the recent incorporations are: The Chicago Refrigerating Machinery Co., at Chicago; capital stock, \$100,000; to manufacture machinery and chemicals; incorporators, John H. Banks, Henry B. Koller and Wilfred T. McConnell. The Schulz Pharmacy Co., at Chicago; capital stock, \$2,000; general mercantile business; incorporators, G. L. Humes, D. I. Sickelsteel and O. V. Sisson. The Astrolo Remedy Co., at Chicago; capital stock, \$2,500; to manufacture special remedies; incorporators, Walter B. Maloney, R. W. McCauley and Charles J. Marhaefer.

The National Drug store at 438 Dearborn street, which was recently opened by Dr. L. Re with L. Tanzer as manager, has already begun a flourishing business. Mr. Tanzer is a graduate of the University of Geneva, and has had experience in Chicago at the stores of Louis Lehman and Julius Vollmer, Jr. Dr. Re was director of the Drainage Canal Hospital for three years, and at one time owned three drug stores in New York City. The mahogany fixtures in the new store were put in by A. H. Revell & Co., and are among the handsomest in the city. The Hart Mfg. Co. furnish the beautiful onyx fountain which furnishes a very prominent feature in the store.

## MISSOURI.

#### St. Louis Pharmacists Studying Medicine.

St. Louis, Mo., Dec. 6.—That the study of pharmacy is a good stepping stone to the study of medicine is evidently believed and realized by St. Louis pharmacists as a rule. At least it appears so from the number of local Ph. G.'s who are now enrolled at the various medical colleges in this city. The following is a list of druggists who are now busy at the medical colleges, to-wit, William Aufderheide, August Sieving, William Runde, A. C. Bernseh, W. E. Ilch, J. H. Flippin, William Baron, A. J. Kopf, P. M. Perkins, O. H. Elbrecht, W. J. A. Kohrumel, E. H. Henchler, J. J. Jeode, O. A. Wall, Jr., H. A. Klippel, J. L. Boehm, F. C. Simon, J. M. Gray, W. A. Webster, John Bonawitz, O. F. Fischer, Paul Weeks, W. E. Blackwell, U. S. Boon, H. L. Cody, E. H. Egermann, L. A. Miner, H. J. Krase, John Schmidt, A. W. Corner, and W. H. Luedder.

#### Druggists' Bowling League.

The bowlers of the St. Louis drug trade got together at the Grand Cafe Thursday evening, December 2, and organized a "Cocked Hat League." Officers were elected as follows: President, L. A. Schoppe; secretary and treasurer, H. H. Stuessel; Prize Committee, H. H. Stuessel, W. C. Woldich and W. A. Biltz. The tournament will consist of six games, commencing the first week in January.



### SECOND SERIES.—No. 3.

#### The Competition Closes with the Issue of December 25.

THE next number of the AMERICAN DRUGGIST will contain companion pictures to the one shown here. Prizes of books to the value of \$5, \$3 and \$2 will be awarded to the subscribers who are the first to mail the best solutions of the complete series, the first of which appeared in our issue of November 10.



Address all solutions to,

Puzzle Editor, AMERICAN DRUGGIST, 66 West Broadway, New York.

THE PRIZES in the Puzzle Competition will be awarded to the subscribers who send in the highest number of accurate solutions in the shortest time. This will be determined by the date on the postmark of the envelopes containing the solutions. The time elapsing between the date of publication and the receipt of the journal by the subscriber will also be considered.



### AMONG THE TRAVELING SALESMEN.



**R. TOM TANNER**

New England Salesman for Sharp & Dohme.

R. Tom Tanner, who travels the New England States in the interest of Sharp & Dohme, of Baltimore and New York, is a practical druggist, who combines with his knowledge of dispensing, a good general knowledge of medicine. He was born in England, twenty-seven years ago, and received the major portion of his education at King Edward's Grammar School and King's College, London. He studied three years in a London hospital, passing in chemistry, materia medica, pharmacy, anatomy and physiology, a course which surely entitles him to the title of "Doctor," which now is unofficially bestowed upon him by his numerous friends in the New England trade. Illness compelled his retirement from the study of medicine, and in 1892 he came to the United States. He obtained a position in the Apothecaries' Hall, Meriden, Conn. He is licensed as a pharmacist in the State of Connecticut. Dr. Tanner's connection with the firm of Sharp & Dohme dates back to 1894, and he is still enjoying the confidence of the firm. Dr. Tanner is a member of the Maine Pharmaceutical Association, and is prominent in Masonic circles, being a Knight of the St. Elmo Commandery of Knights Templar. His numerous friends in the trade will readily recognize his genial and pleasant countenance in the accompanying portrait.

### Why the Traveler Is Not Responsible for Diminished Profits.

The reasons advanced by the Committee on Commercial Travelers of the N. W. D. A. are that ten years ago we did not have so many traveling men; the trade was not visited so often, and the important part of the traveler's position was that he then only had to know the prices of a few important staples, while to-day the traveling man is in a measure the price man, and has to make prices on many items that he sells. He cannot now secure orders for fifty to one hundred items and send them to his house without prices, where the house man could note the quantity ordered of each item, and also take into consideration the paying qualities, as well as the customer's standing as a merchant. With these new obstacles on the increase from year to year and new, inexperienced men being placed on the road, they find the retailer as well posted as themselves. Although he has the costs given him by his house, still he is without the experience and tact to know where and when to make a good profit, often pricing an article on a basis of twenty per cent profit, when it should have paid forty

to fifty per cent. He having heard so much of the ten and ten and five per cent rebate profits, his customer as well as himself laboring under the impression that a ten and five per cent profit was all that a jobber required, and such men with these ideas in view have forced the many hundred items that formerly paid us a good profit down to this level.

### THE MEN ON THE ROAD.

T. H. Von Boemzle is in New York again at the headquarters of the Mattson Rubber Co., 241 Greenwich street, after a successful Western trip of ten days' duration. He reports having secured a number of large contracts, and is altogether well pleased with the future outlook for the Western territory, where phenomenal crops have given a great impetus to business in nearly all lines.

Harry L. Barnitz, who was recently in charge of Perry's laboratory, has accepted a position as salesman with Parke, Davis & Co. He will visit the physicians and druggists of Kings County in the interest of his firm.

Rufus Crowell is one of the Bovox Co.'s local representatives. Mr. Crowell devotes the most of his energy to the Hub, and its immediate vicinity, but occasionally throughout the year is away for trips of about two weeks' duration.

**BOSTON.**

C. M. Graham represents the T. Metcalf Co., of Boston, in Eastern New England. For the last six weeks, however, he has been confining his attention to Boston and its suburbs.

C. G. Euler, representing Antoine Chiris, was here recently soliciting business.

Mr. Nichols, representing Fritzsche Bros., New York, has been telling Hub dealers about the goods handled by his firm.

Mr. Worth has been booking orders for the specialties of E. Fougere, of New York.

It is rumored that Mr. Ricker, now with Fox, Foulz & Webster, will represent Cutler Bros. as a knight of the grip after January 1st.

Dr. J. S. French, of Gilman Bros., attended the last dinner of the Boston Druggists' Association.

H. C. Greenwood is the Boston agent for Fred N. Burt, druggists' boxes and labels, Buffalo, N. Y. Mr. Greenwood's address is 183 Hyde Park avenue, Hyde Park, Mass.

R. G. Callineyer was in this city recently representing Warwick Freres, of New York.

W. F. De La Tour has been telling local dealers all about the Worcester Lithographing Co., Worcester, Mass.

G. Edwin Gorham was here recently booking orders for Winsor & Dormitzer, compressed pill boxes, etc., New York.

Boehringer & Soehne's representative, C. Townley Case, paid this town a visit a short time ago.

Mr. Martin, who travels for Merck & Co., has been to this city in quest of orders.

Mr. Leerburger, of the essential oil house of Leerburger Bros., New York, has been to the Hub in the interest of his firm.

John Wyeth & Bro., of Philadelphia, have had one of their efficient salesmen, in the person of Mr. Decker, in this city recently.

W. F. Blucher, the hustling representative for the Meyer Brothers Drug Company, in northern Texas and western Arkansas, is taking a six-weeks' vacation.

**ST. LOUIS.** He will spend most of the time down in Old Mexico, where he is interested in an extensive coffee plantation.

M. A. Owens, representing G. G. Green, Woodbury, N. J., is one of the busiest men in St. Louis. He is a man who will do business where many others fail. Mr. Owens is always welcome here.

H. C. Pierce, of the World's Dispensary Medical Association, Buffalo, N. Y., always does a good business when he strikes this city. He is a very popular man with our wholesalers.

John Hurt, formerly president of the Pond's Extract Co., is in St. Louis on business.

Fred Wells, of Wells, Richardson & Co., Burlington, Vt., is hustling around among their St. Louis customers.

C. A. Rucker, of the Swift's Specific Co., Atlanta, Ga., always feels at home in St. Louis. He is much pleased with the result of his recent trip to this point.

Fred B. Perry, the favorite salesman from Powers & Weightman's chemical headquarters, New York, has been doing the

**BUFFALO.**

wholesale round of the city, to which trade he commonly confines his work. He is most welcome wherever he goes.

H. Bradley Pruden is a comparatively new man in the Buffalo wholesale trade. He represents Wolfe Bros. & Co., New York, and has met with favor here sufficient to warrant a more general acquaintance with this end of the State.

J. Harvey Cox, secretary and treasurer of the Tilden Company, of New Lebanon and St. Louis, is in Chicago on his regular yearly trip. Mr. Cox reports a heavier mail and more orders from his traveling force than has been their portion in years.

R. G. Hotchkin, of Rochester, who represents the perfume house of Adolph Spieler, is looking in on his patrons in Buffalo this week. He is a thorough salesman and covers Western New York, Pennsylvania and Maryland. Trade is fairly good, much steadier than formerly. Mr. Hotchkin complains that at one time the dealers overstocked badly, which made his sales very irregular. This tendency appears to have gone out, leaving the conditions much more satisfactory.





## Review of the Wholesale Drug Market.

NEW YORK, DECEMBER 9, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

THE movement in the several lines of Drugs, Dyestuffs and Chemicals continues slow, and indications of the approach of the holiday season are evident in the increased movement in jobbing supplies. Speculation in original packages is practically at a standstill and purchases for actual requirements are generally the rule. Jobbers are aiding in the general distribution by slight price concessions, with the object in view of clearing up stocks. On many lines manufacturers are refusing to quote for next season's delivery, though in a number of other lines there has been considerable movement for future delivery. Price changes during the interval have been rather more numerous than usual, probably due to the desire of jobbers to lighten stocks as much as possible with the approaching end of the year. Among the more important advances we note a higher range in opium, silver nitrate, salts of bromine, potassium bromide, sodium bromide and ammonium bromide, boric acid, borax, morphine. Higher prices also prevail for a number of the essential oils. Among the declines we note colocyth apple, menthol, alcohol, salicylic acid, balsam tolu, ammonium carbonate, gum kino, manna, oil camphor, oil spearmint, oil tansy, oil wormseed, celery seed, quince seed.

### DRUGS.

**Alcohol** has continued unsettled, due to the prevalence of competition among producers. We hear of some sales of large lots at \$2.26, though \$2.28 is yet the popular quotation.

**Balsam Copaiba** has continued in demand and is firm at 36c. to 38c. for Central American, with the outside figure quoted very firm in most instances. Para continues in fair jobbing demand at 40c. to 45c., as to quantity.

**Balsam Peru** declined early in the week owing to accumulation of stock, but an upward movement has started in and values are firm at our quotations.

**Balsam Tolu** has not been inquired for to any extent within the interval and values are easier, with 48c. to 50c. generally quoted.

**Barks.**—Buckthorn is finding about the usual jobbing inquiry, but no large sales have come to the surface. Cascara sagrada is in better supply and we hear of some transactions down to the point of 3½c., though 4c. to 4½c. is usually quoted. Sassafras is in better supply, and sifted is offering a shade easier, or say 9c.

**Cod Liver Oil**, Norwegian, continues in fair demand at the previous range of, say, \$23 to \$26 for good brands. The tone of the market is firm.

**Colocynth Apple** is lower and offers more freely; sales at the range of 43c. to 44c. for Trieste and 20c. to 22c. for Spanish.

**Cinchonidine** continues firm and manufacturers are asking an advance in most instances, say to 17c. for this and next year's delivery.

**Opium** has hardened a trifle in the interval in view of expected scarcity due to the continuance of frosts in the growing districts. The market in Smyrna is excited from this cause and some speculation is going on. Speculation has been started in this market by rumors of a coming advance in the tariff duty, it being reported, according to one authority, that the duty will be increased to \$2, to provide for the revenue deficiency. It has been intimated that a number of articles will be selected for an increased revenue tax during the present session of Congress in order to make up for the growing Dingley deficiency. So far opium has been the only prominent item mentioned, and this may be the result merely of a bull movement.

**Quinine** has not changed materially during the interval. The demand has not been such as to strengthen holders' ideas. At the same time there has been no pressure to realize. Buyers have had no advantages as compared with the preceding fortnight. The market is, however, characterized by an easier tone, though we hear of no transactions below the quoted range, which stands 28c. to 30c. for both domestic and foreign.

### ORCHEMICALS.

**Acetate of Lime** is firmer, and sales during the interval have been at a slightly higher range, or say, 90c. The spot supply is scarce.

**Borax** has been advanced ½c. per pound by holders, and 6½c. to 6¾c. is now asked for city refined, while lump in sacks is held at 6c.

**Boric Acid** is higher in view of the advance in price of borax, 9½c. to 9¾c. being asked for crystals and 9¾c. to 10c. for powdered.

**Potash Cyanide** has undergone an appreciation and manufacturers now quote 30c. to 32c.

### ESSENTIAL OILS.

**Bay** is held with increased firmness, \$3 to \$4.25 being asked.

**Bergamot** is weaker, recent sales having been at \$1.70 to \$1.90.

**Camphor** is a trifle lower, the range of the market being now 12c. to 14c.

**Cubeb** has been offered freely during the interval and at slightly easier prices, or say, 80c. to 85c. for ordinary jobbing lots.

**Lemon Grass** is scarce and little is offered at any price, though we hear of one or two sales at \$2.

**Peppermint**, bulk, is sold at slightly lower figures, recent purchases being at 90c. to \$1.20. H. G. H. has sold for export at \$1.20 to \$1.25.

**Spearmint** is less freely inquired for and the tone of the market is weak, with \$1.25 quoted.

**Tansy** is easier, there being sellers at \$1.30.

**Wormseed** prices have been revised in consequence of freer deliveries and \$2 to \$2.10 is quoted.

### GUMS.

**Aloes** are weaker and sales have been made of Curacao at about 2½c., or a shade lower.

**Arabic** is in slightly better supply and we hear of some sales of sorts at 17c. to 18c.

**Guaiac** is easier at the moment and 12c. to 13c. will buy.

**Kino** is in slightly better supply in this market and lower prices prevail. We hear of sales at \$2.40 to \$3.

### ROOTS.

**Aconite** is offered easier in some instances, the outside figure commonly quoted being 9½c., while 9c. will buy in large lots.

**Althea**, cut, is in good supply, but taken rather indifferently by the trade. Holders quote 13c. to 15c.

**Dandelion** is passing out quite freely in small quantities at a slight appreciation, or say, 13c. to 15c.

**Gentian** has eased off a trifle and 6c. will buy on the spot, with 5c. quoted for prompt shipment.

**Golden Seal** has declined to 40c. to 45c., with intimations in some quarters that this figure can be shaded.

**Mandrake** is held with increased firmness, holders asking 6c.

**Orris** is a trifle lower, with Florentine being offered at 10½c. to 12½c., and Verona at 10c. on the spot, according to quantity and quality.

### SEEDS.

**Anise**, Italian, is a shade firmer, but is not taken with any liberality; quoted 5½c. to 6c. Star is easier and held at 23c.

**Celery** is offered in this market merely on a par with import cost, the range being from 6½c. to 7½c., though some holders ask 7c. to 7½c.

**Quince** is offered lower, most holders quoting 40c.

## HINTS TO BUYERS.

Druggists should write to John H. Ryder, 2938 Washington street, Boston, for his special premium offer on the sale of Ryder's Chapine.

Write the Paris Medicine Co., 2320 Chestnut st., St. Louis, for a free sample of their laxative bromo quinine tablets and for details of their special offer, including one dozen free of charge.

The Violet Mfg. Co. would like to send samples of a specialty which has been one of the successes of the year. Write to them at Chicago, mentioning this journal, and see what they have got to offer.

The wise pharmacist will be careful to buy his essential oils in original packages. We sincerely commend their attention to the advertisement of the old reliable house of Dodge & Olcott, New York.

The ancient and honorable house of D. Landreth & Sons, of Philadelphia, makes an announcement to the drug trade in the present number which should be read with interest by those who can advantageously carry a line of garden seeds.

We invite the attention of our readers to the advertisement of H. Weinhausen, 22 and 24 North William street, New York. Mr. Weinhausen's one-minute magnifying clinical thermometer and his hypodermic syringe are both so well known that no commendation is necessary.

In the present issue will be found the advertisement of the Barrett Manufacturing Co., Drexel Building, Philadelphia. This house is offering to the trade their liquor carbolic acid No. 5. The white color, good odor and purity of this article are warranted. The price is very low and the packages of convenient size.

The advertisement of the American Specialty Co., 50 North Twenty-third street, Philadelphia, will be read with interest by American druggists who believe in American products. We understand that the bottle caps manufactured by this concern are in all respects as good as the imported article.

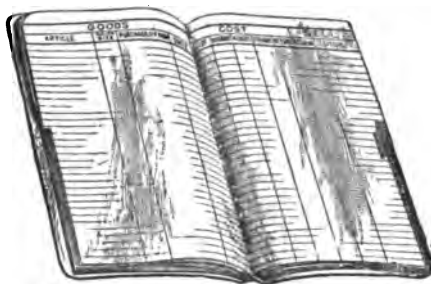
"Made where the olives grow, at the foot of Mt. Carmel, in the Holy Land—an absolutely pure article—nothing equals it for the nursery, toilet and bath." At a time when the department stores and others of that ilk are selling a very inferior, and, probably, injurious article which they dub Castile soap, and mark with some foreign name, such an article as Carmel soap, imported by an old and reliable house, is something which every conscientious pharmacist should be pleased to stock and glad to sell. We commend the attention of such to the advertisement of A. Klipstein & Co., 122 Pearl street, New York.

### Trading Stamps.

The trading stamp continues to cause trouble. It has engendered bad blood between dealers; it has been the cause of a very large amount of bad language, and now those who devised it and who have built up a big business by its use are in trouble, authorities in various places having proceeded against them under the anti-gambling laws. Just what the outcome will be is not very clear at the moment.—*American Stationer*.

## Stock-Taking Time.

The task of taking stock is much simplified where the druggist uses the AMERICAN DRUGGIST PRICE BOOK.



AMERICAN DRUGGIST PRICE BOOK.

CAN DRUGGIST Price Book, which is illustrated herewith. A copy of this will be sent, postage paid, on receipt of \$1.00.

### A New Importation.

The firm of Mulhens & Kropff, the sole agents for the famous 4711 line of toilet articles, have made a fall importation of their Rhyne, Violet, Toilet Water and Essence, upon which very complimentary reports from all parts of the country have been made. The fame of these goods seems to extend with their sale.

### A Good Side Line.

In the present issue will be found the new advertisement of the American Musical String Co., of 162 and 164 West Twenty-seventh street, New York. The several brands of strings there mentioned are for sale by the wholesale drug trade. It must not be forgotten, however, that wholesale druggists keep various grades of such goods, and that in order to secure a really high-grade article, care should be taken to specify these particular brands named. This company is making a special feature of supplying druggists and of securing them a legitimate profit. Where the wholesaler cannot supply the goods druggists will protect their own interests by writing direct to the company.



### "Hair Health."

There is probably no article which the druggist sells for which there is a more persistent demand than for a reliable hair-dye and hair-grower combined. The success of the Hiscox Co., 853 Broadway, New York, in marketing their "hair health" has been apparently very marked. They have been wise in securing the co-operation of the druggists and in doing good and persistent local advertising. The advertisement of the company will be found on another page.

### G. E. Salts.

The marked success of the Armstrong Mfg. Co., of Boston, still continues in evidence. The methods employed by this house in their manufacture are claimed to be radically different from those commonly used, and the results achieved to bring about a much greater degree of permanence, color and stability. Added to this the undoubtedly low price asked for the line is an incentive to buyers. Druggists who are in the market for such

goods should certainly get quotations from this house before placing their order.

### Druggists' Wooden Boxes.

We commend the attention of our readers to the advertisement of Henry H. Sheip & Co., of Philadelphia. This house is probably the oldest and best equipped house in the line, and druggists and manufacturers in need of wooden boxes will certainly do well to obtain their quotations.

### Filled Capsules.

The line of filled capsules imported by the Fischer Chemical Importing Co., of New York, is advertised in the present issue, and should be an item of interest to pharmacists generally. Their trademark "Santal Ostind," which is a pure sandal oil, inclosed in a circular film of gelatin, 40 pearls to the flask, is a well known and very popular article on the market. Their santal copaiba and cubeb, their castor oil, cod liver oil and compounds and their Sommerbrodt's original German creosote capsules are also popular, salable and profitable. Druggists in need of such goods should write to this concern before placing their order.

### A New Tablet Machine.

The fallacy of buying cheap tablet machines seems to have long since been well established, and yet the market has been kept supplied with an abundance of inexpensive machines, which have been bought by druggists, only to prove for the most part a disappointment. The F. J. Stokes Machine Co., of Thirteenth and Noble streets, Philadelphia, have perfected a machine which stands 18 inches high, weighs 110 pounds and will compress 100 tablets a minute, which they now offer to the trade through the columns of the AMERICAN DRUGGIST at \$25. This machine has been thoroughly tested, not only by methods which the long experience of the company has taught them, but by the every-day use of the machine in many laboratories in different parts of the country. We refer our readers to the advertisement of the F. J. Stokes Machine Co., which will be found on another page, where they will see an excellent illustration of the machine in question. Every progressive pharmacist needs a tablet machine, and, naturally, prefers the goods which he can turn out himself, experience having shown him that by being able to compress them according to his own and the physician's ideas, his tablets are more friable and more easily assimilated. We commend this new machine as one of great value, yet sold at a moderate price.

### Pinaud's Perfumes.

In the present advertisement of this well-known perfumer will be found an illustration of their package of triple extracts in bulk, which extracts, we are told, have caused a widespread sensation in home and foreign markets by reason of their exquisite quality. The price per pound is \$1.50, from which is allowed a special discount on orders of six and twelve pounds.

Cumin and myrrhæ lettuce be,  
Let pleasure caryoph our gloom;  
Anisi thing it is for me  
To hop(e) for morphine days to come.

# American Druggist

and Pharmaceutical Record.  
"America's Leading Drug Journal." Founded 1871

Vol. XXXI. No. 12.  
Whole No. 389.

NEW YORK AND CHICAGO, DECEMBER 25, 1897.

Issued Semi-Monthly.

ISSUED SEMI-MONTHLY BY THE  
**AMERICAN DRUGGIST PUBLISHING CO.,**  
62-68 West Broadway, New York.

A. R. ELLIOTT, President.

GASWELL A. MAYO, Ph.G., . . . Editor.  
THOMAS J. KEENAN, . . . Associate Editor.  
IRVING J. BENJAMIN, . . . Business Manager.

Chicago Office, 222 Randolph Street.  
ROMAINE PIERSON, . . . Manager.

**SUBSCRIPTION PRICE:**  
Paid in advance direct to this office . . . \$1.50  
Foreign countries . . . . . 2.50  
Single copies . . . . . .15

Advertising Rates will be quoted on Application.

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the 10th and 25th of each month. Changes of advertisements should be received by the 1st and 15th of each month.

We are not responsible for any money paid to agents. All communications should be addressed to the American Druggist Publishing Co., 62-68 West Broadway, New York, and all remittances made payable to them.

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THE sempiternal English syndicate is now after the American flint bottle industry. This particular syndicate is financed by the United Alkali people of England, who, it is claimed, have secured options on eighteen of the leading flint glass factories in the United States. This move is said to have some sort of bearing on the formation of the "American Flint Bottle Manufacturers' Association," which is referred to in our market reports.

MANY druggists pay the United States internal revenue license as retail liquor dealers merely because they have gotten into the habit of doing so. Where no liquors or spirits are sold, whether on prescription or not, without being combined with a drug, the druggist, under a ruling rendered ten years ago, need not take out a license. Many of the smaller druggists avail themselves of this exemption, and gladly forego the privilege of selling liquors even on prescription, so as to avoid the payment of the twenty-five-dollar tax. We reprint the decision on another page, as it may not have come to the knowledge of our younger readers.

## RELATIONSHIP OF SOUND AND COLOR.

THE term "color" has been applied to music in a vague way, and there has ever been some abstruse speculation as to the relations of the different tones to the several colors of the spectrum. It has remained for M. Charles Henry to show in the concrete that there is a genuine relationship between sound and color. In our last issue we gave the details of the method by which M. Henry secured most brilliant iridescent color effects without the use of any pigmentary colors whatever. It will be recalled in a general way that this consisted in depositing upon the fabric a pellicle of balsam or oil, in a state of vibration, the vibration being caused by sounding a whistle above the pellicle. One of the

most interesting features of the process is that the color produced varies with the tone sounded above the pellicle. The close relation between sound and color is thus at last clearly demonstrated.

## SALE OF PHOTOGRAPHIC SUPPLIES.

IN casting about for a means of increasing trade for next year, our readers should consider the question of photographic supplies. In many locations this line of goods can undoubtedly be handled to very great advantage financially, and, moreover, prove a source of never-ending pleasure. To obtain the highest success the dealer should, himself, be an expert amateur photographer so as to be qualified to give advice upon the hundreds of details which go to the making of good photographs. There is no more fascinating pastime than photography, and the dealer who can make good pictures will always find something in common to discuss with his patrons.

Numerous methods for utilizing photographs for advertising purposes have been published in these columns during the past few years, and but little ingenuity is required to enable one to devise schemes in which ability as a photographer can be made to count in one's favor. Familiar scenes and characters are always appreciated, and the druggist who gives some such view as a premium with every dollar's worth of goods of any kind purchased, attains a double end. He gratifies the recipient and distributes advertisements which must prove of permanent value, for each card should have on it some appropriate advertisement of the dealer.

This is the time of year to investigate the subject and perfect plans, and our readers would do well to study the articles which have recently appeared in these columns on the subject. The bulk of the business is, of course, done in the summer months, months which with many stores are dull months, and in which any additional business would, therefore, be particularly welcome.

## INSTRUCTION IN THE ART OF PRESCRIBING.

THE art of prescribing is one which bids fair to pass from us under the pressure of brilliant feats of operative surgery, and the startlingly new biology, serum and organo-therapy. What with studying the X-rays, experimenting with organic extracts, and carrying out micromorphologic observations, the medical student's time is so thoroughly occupied that something must be sacrificed, and judging from a recent article on prescribing in a prominent German medical journal, it would seem that in Germany, as well as in America, there is a marked tendency to neglect the important art of prescribing.

Professors Romberg and Schleghtendal have lately called attention to the neglect of this branch of instruction in medical courses in Germany, and in a recent contribution to the subject, Professor Binz (*Berlin Klin. Woch.*, 1897, 48) has recorded a large number of accidents which were due to errors in prescription writing.

Some of these errors, it is true, were not errors of ignorance, but originated in careless writing or faulty abbreviations or other details. Professor Binz holds that the remedy lies with the clinical professors, who should see to it that the clinical student writes out explicitly each prescription ordered without resort to memorandum books or other prompting. In other words, Professor Binz holds that in the clinic the conditions should approximate as closely as possible those which would exist in actual practice, in prescription writing as well as in diagnosis.

In the United States as well as in Germany there is much neglect of this important branch of the physician's education. In order to effect a slight economy in the work of hospital apothecaries, it is almost a universal custom to have a series of stock prescriptions ready, which are ordered either by numbers or letters. It is true that the hospital formulary will tell the embryo practitioner what he is ordering when he writes for eight ounces of No. 15, and the students when ordering these prescriptions know in a general way what the constituents are, but such ordering does not give any practice in prescription writing, and moreover tends to establish a habit on the part of the young physician of depending upon routine treatment, a habit which is most prejudicial to his best and wisest development as a physician.

It is to be hoped that the attention being paid to this in Germany will find an echo in our American medical schools and the hospitals attached to them. If the hospital authorities feel that they cannot afford the time required for the apothecary to put up individual prescriptions

we think an effort should be made to follow the plan which has obtained recently in Atlanta, where the dispensing department of the medical college hospital has been placed in charge of the college of pharmacy, and details from the senior class are furnished to do the dispensing under the supervision, of course, of the apothecary of the hospital, who is a college instructor.

By a slight effort the schools of medicine and pharmacy might co-operate in this way to their very great mutual advantage. The pharmacy students would be given opportunities for a wide range of experience in prescription work under competent supervision, and the medical students would be furnished the opportunity to learn by practice the routine which they will necessarily have to follow when once they have left the hospital service.

## DRUGGISTS IN POLITICS.

AT the recent election druggists were elected to public offices of greater or less importance in many of the States. We recorded in our last issue the election of several Brooklyn druggists to office. From England, also, we hear of the election of twenty-five or more druggists to offices of importance in municipal affairs. This activity in politics, which seems to be a growing tendency in the drug trade, is one much to be commended in its general effect. As men of special education, of some degree of scientific attainment and occupying, in pursuance of their calling, positions of trust towards the community, druggists are in duty bound to accept the responsibilities which their position and attainments impose upon them and, therefore, to take an active part in civic affairs. There are many offices of trust, the duties of which can be filled with satisfaction by druggists, and such elevation will reflect credibly upon the whole body pharmaceutical in the public mind.

### Best of All.

I like the AMERICAN DRUGGIST full better, for all the news, than any journal I have ever taken.

W. R. JONES.

South Gardiner, Me., Nov. 10, 1897.

### Could Not Do Without It.

I could not do without the AMERICAN DRUGGIST.

GEO. A. CARRIER.

2536 Eighth Ave., New York, Nov. 4, 1897.

### Great Protection to All Retail Druggists.

"The market reports are the best, and are a great protection to all retail druggists. They are worth the price of the paper alone."

C. A. CLARK.

Mt. Sterling, Ohio.

## Prize Essay Department

Brief, bright essays on subjects of interest to pharmacists are invited for this department. For acceptable articles, long or short, the AMERICAN DRUGGIST will give \$5.00.

The essays may consist of—

Descriptions of new apparatus or pharmaceutical contrivances.

Notes on new methods of preparing galenicals.

Talks on wrinkles in dispensing.

Pointers on show-case and window dressing.

Articles on trade topics, such as the regulation of prices.

The extent to which a pharmacist should interest himself in the affairs of the community in which he lives.

The treatment of clerks.

The keeping of apparatus.

The preservation of compounds which are prone to deteriorate through age or faulty methods of keeping.

How to keep prescriptions.

How to clean mortars, pill-tiles, spatulas, etc.

Care of the soda fountain.

On the handling of photographic supplies.

How to store goods.

How to display sponges.

Best method of store arrangement.

Care of the cellar.

Formulas for specialties, including toilet preparations, cleansing fluids, insecticides, tonics, blood purifiers, corn cures, toothache drops, pain removers, etc., etc.

A column of formulas will stand a greater chance of winning the prize than, say, a thousand-word article on the relation of the pharmacist to science, while a letter of 100 words on any subject of trade interest that may happen to be uppermost in the mind of the druggist will be eligible for the prize.

A special prize of \$10 will be given in addition to the contestant who submits the highest number of MSS. in competition during the next six months. The prize paper for this number is by George R. Cardwell, Little Falls, N. Y., and his essay on "How to Treat Clerks" is published on the next page.



## PRIZE ESSAY.

## HOW TO TREAT CLERKS.

BY R. G. CARDWELL,  
Little Falls, N. Y.

The Prize of \$5 has been awarded to the writer of the Essay printed below.

In the beginning, have an understanding with your clerk when you hire him, in regard to his duties, hours of work and leisure, as well as his wages. We will assume that the clerk comes to you well recommended and has had experience beyond that gained during his apprenticeship; he has, perhaps, just graduated and gained the much sought after title, Ph.G.

He opens the store in the morning and engages in the work that may be assigned to him during the morning hours before your arrival. When you enter the store bid him a pleasant "Good morning," and make him feel you are glad to see him. It encourages the young man and makes him feel that you are interested in him.

If you enter your place of business in the morning and seldom speak to your clerk, except as is necessary, you will find that he will soon begin to look upon you in anything but a respectful manner. But treat him as your equal, so far as is consistent; converse with him upon matters connected with the store and draw out his ideas on this new scheme or the other, or on some pharmaceutical preparation, or some peculiar prescription, and you will find that he will make your interests his and your business will grow accordingly.

The average drug clerk spends the greater part of the twenty-four hours of the day in the store. If you do not consult his convenience and comfort as regards his store life, but leave him to shift for himself, you will soon find that he cares no more for you other than the wages you pay him. On the other hand, if you are kind and courteous to him he will reciprocate. If you allow him leisure hours through the week (you probably do, you should), when he goes out of the store do not look at your watch and appear to be reckoning the time he may have spent. You are no doubt a judge of character to some extent, therefore you can tell an honest clerk from a rascal by his general bearing. In every man there is an expression that betrays his disposition. This will be observed in the general bearing, gesture or tone of voice. The posture of an honest man will not usually appear strained in any degree, but will be natural and frank. If you should have been unfortunate some time in having had a clerk who had proved to be dishonest, do not think that every clerk you hire afterwards is a thief and watch him accordingly. The salary of a good clerk must be a little more than enough to keep soul and body together. You can better afford to pay a fair price for services rendered than to have a dissatisfied clerk around. Clerks that are compelled to accept wages that are insufficient for their support are liable to become dishonest and larceny is liable to result. If you should become dissatisfied with your clerk, if he seems careless or indifferent, have a good square talk with him, confidentially; it will do you both good and you will probably understand each other better.

## FORMULAS FOR SPECIALTIES.

BY WILLIAM WEBER,

Pittston, Pa.

It is only proper that druggists should be the manufacturers of their own specialties. I have made them for years with the best results. The druggist who makes his own compounds effects a saving, a fact which the manufacturer of specialties will, perhaps, be slow to admit.

## Formulas for Blood Purifiers.

The first two formulas I wish to submit are intended as blood-purifiers. The formulas look plain enough, and yet it has required a little study and patience to evolve them. In the course of experiments I have made more than one dozen different compounds. Naturally I cannot submit all of them here, but select two. My object has been to compose formulas which would afford compounds readily made, that would require little or no filtration, keep unaltered for any length of time, and finally not be too expensive. To assure this result I experimented with the fluid extracts of Messrs. John Wyeth & Bro., of Philadelphia, without percolation.

I first selected the fluid extracts of sarsaparilla, dandelion, poke root, columbo (added for its stomachic properties), and stillingia as the ones most suitable for my purpose. The compound, as prepared, has invariably given satisfaction, but it has one defect—it throws down a copious precipitate. This is due, of course, to the different menstrua of the fluid extracts. I finally added the fluid extracts of berberis aquifolium, cascara sagrada, burdock, clover tops, yellow dock, turkey corn and prickly ash bark. It may be of interest to shortly describe here how these fluid extracts react with each other. Fluid extract of sarsaparilla and fluid extract of dandelion mix clear. If to these two fluid extracts berberis aquifolium is added, a slight sediment appears which is yet apparent after the admixture of the fluid extracts of burdock root, clover tops and turkey corn. So far I have failed to find a satisfactory means of overcoming this defect. I have found it advisable to leave all mixtures containing fluid extract of berberis aquifolium at complete rest for a few days and then to filter; fluid extract of yellow dock does not mix well with berberis aquifolium; it throws down a heavy precipitate.

The above fluid extracts, with the exception of fluid extract of berberis aquifolium and yellow dock, mix well and do not precipitate at all. Also the fluid extracts of stillingia, blue flag and cascara sagrada, mixed together in the form of a concentrated tincture, 1:2, with  $\frac{3}{4}$  alcohol and  $\frac{1}{4}$  water, remain perfectly clear; to these can be added the fluid extracts of yellow dock, burdock root, and prickly ash bark, but each time we have a sediment of one-tenth of the whole; fluid extract clover tops give one-sixth, fluid extract turkey corn one-third. The prices of the fluid extracts (Wyeth's) used in the following preparations are also inserted here for easy reference.

Fl. extract sarsaparilla	1 pt.	\$1.10	1 oz.	net	5½c.
Fl. extract dandelion	"	1.00	"	"	5c.
Fl. extract berberis aquifolium	"	2.00	"	"	10c.
Fl. extract stillingia	"	1.10	"	"	5½c.
Fl. extract blue flag	"	1.00	"	"	5c.
Fl. extract burdock	"	.80	"	"	4c.
Fl. extract clover tops	"	1.05	"	"	4½c.
Fl. extract turkey corn	"	1.50	"	"	7½c.

## The Formulas.

The two formulas I submit are as follows:

## No. 1. For eight bottles take—

Fl. extract stillingia	16 ozs.	Cost	\$0.88
Fl. extract blue flag	8 "	"	.40
Alcohol, 22 ozs., plus water			
6 ozs.	28 "	"	.40
	52 ozs.	Cost	\$1.68

(Alcohol calculated at \$2.40 per gallon.)

For eight bottles take for each pint 6½ ozs. of the concentrated tincture and 9½ ozs. syrup (or 4½ pints of syrup for the eight bottles). This cost 28c. (calculated at 6 cents per pint) added to the above \$1.68, including eight pint bottles at 5 cents apiece or 40 cents, makes one bottle cost 29½ cents. The dose is two teaspoonsfuls three times a day. Each dose represents 15 minims of fluid extract of stillingia and 7½ minims of blue flag. (Cost of labels and corks are not included in the formulae given, as they are only a fraction of a cent.)

This is not a complex formula and yet it gives an effective compound and mixes perfectly clear with the fluid extracts of hydrastis and cascara sagrada. It is not essential to make a concentrated tincture of the fluid extracts, but it is better to do so as the fluid extract of blue flag, being made with strong alcohol, is immiscible with water, and does not make as clear a syrup as the concentrated tincture, which, by the way, is of a beautiful red color, keeps without the least precipitation and requires filtration merely to remove any accidental impurities.

## Combination with Iodides.

The cheapness of this formula makes it suitable to exhibit in it the iodides of potassium or sodium. I prefer the latter, even though it is a little higher in price, as it is apparently borne without any ill results for an indefinite period. We can use either of the iodides, about 2 or 4 grains as a dose, which would represent in round figures 2 to 4 drams to the pint. The iodide may be dissolved separately in a little water or in the concentrated or in the finished tincture. Using iodide of sodium in quantities of 2 to 4 drams would bring the price of one bottle up to \$3.80 per pound, or say, to 35½ cents and 41½ cents respectively, or if this seems too high, we can make of the eight bottles sixteen as follows: To make sixteen bottles take for each bottle 3½ ounces of the concentrated tincture and add 12½ ounces of syrup, or for the sixteen bottles 12½ pints of syrup at about 76 cents, which, including sixteen pint bottles, would make each bottle cost about 18 cents. Each dose will then represent 7½ minims of fluid extract stillingia and 3½ minims of fluid extract of blue flag. In these formulae I

have used syrup for the correction of the taste, because it seems best suited to mask the acrid taste of the fluid extracts.

### An Alternative Formula.

Formula No. 2 reads thus:

For eight bottles take—		
Fl. extract sarsaparilla .....	8 ozs.	Cost \$0.44
Fl. extract dandelion .....	8 "	" .40
Fl. extract burdock root .....	4 "	" .16
Fl. extract clover tops .....	8 "	" .34
Fl. extract turkey corn .....	4 "	" .30

To make ..... 32 ozs. Cost \$1.64

Dose, two teaspoonfuls three times a day. Each dose represents  $7\frac{1}{2}$  minims of fluid extract sarsaparilla, dandelion and clover tops, and  $3\frac{3}{4}$  minims of fluid extract of burdock root and turkey corn. Each bottle requires four ounces of the extracts and twelve ounces of syrup or elixir. In this case I prefer an elixir made as follows: Ten grains of carmine are dissolved in twenty drops of ammonia water, then water six ounces, alcohol four ounces, are added, filtered if necessary, and finally six ounces syrup of ginger are added. This makes a very pleasant elixir and obliterates almost at once any bitter taste that may remain. The price of the elixir is 11 cents. The cost of the above is now \$1.64 plus 66 cents for the elixir of ginger, as we shall name it, plus 40 cents for bottles or \$2.70, the single bottle costing about 34 cents. The mixture requires scarcely any filtration and enjoys with No. 1 the distinction of being easily compounded and remaining unaltered. Fluid extract of berberis aquifolium in the quantity of four ounces at 40 cents is a good adjunct to the above, in which case some of the other ingredients can be changed about to keep price at the same figure. Formula No. 2 may also be combined with an iodide as in formula No. 1, which would, of course, increase the price accordingly. But I prefer with this formula a preparation of iron, as I hold it is a good idea to combine both at the same time. As a very suitable form of iron, I select the citrate of iron and ammonium, and as a dose 2 grains, which would be in round figures again—2 drams for each or 2 ounces for the eight bottles.

### Syrup of Peppermint as a Specialty.

Who can say he is fond of taking essence of peppermint in water? Instead, I offer a palatable essence of peppermint in the form of a syrup; 640 minims of the uncolored essence of peppermint are added to enough syrup to make a pint. This cannot be made with the colored essence, as the coloring is thrown out. The dose is two teaspoonfuls, which contains 30 drops or 10 minims of the essence. It has a very strong but pleasant mint taste, and can either be taken pure or in a little hot water. This preparation is well liked by the public, and sells in 4 and 8 ounce bottles at 25 cents and 50 cents. I offer this as a substitute for the plain essence where any liquor law should interfere with the latter being put up.

### New Formula for Cholera Drops.

The Sun cholera mixture is universally sold, but nobody can assert that it is a pleasing mixture, its minty and camphoraceous taste being objected to by many palates. Then the dose as generally given—25 drops—is also an impediment. A person writhing in severe pains has not always the patience to count out exactly 25 drops. My formula reads as follows:

To make 15 ounces take of:

Tinct. coto .....	3 ozs.	6 drams.
Tinct. cinnamon .....	3 ozs.	6 drams.
Tinct. opium .....	1 oz.	2 drams.
Tinct. ginger .....	1 oz.	7 drams.
Glycerin .....	4 ozs.	3 drams.

Each dram represents 15 minims each of the tinctures of coto and cinnamon, 5 minims of laudanum,  $7\frac{1}{2}$  minims of ginger and  $17\frac{1}{2}$  minims of glycerin. This preparation throws down a slight precipitate and requires filtering. The glycerin is added with a view to reduce the precipitate.

Only those who have used coto know its value. Unfortunately there are not a few druggists who only know the word coto, and a majority do not even know of its existence. The dose of this new compound, which has given me perfect satisfaction, is one-half to one teaspoonful for diarrhoea and colic. The taste is fine, and it is best taken pure. Cost  $32\frac{1}{2}$  cents without bottle.

### A First-Class Liniment.

My liniment never fails to give satisfaction. For five bottles take:

Tincture aconite root .....	5 ozs.
Tincture capsicum .....	5 ozs.
Ammonia water .....	5 ozs.
Spirits of camphor .....	15 ozs.
	30 ozs.

This is put up in 6-ounce bottles and sells for 50 cents a bottle. I do not put this up in 25-cent bottles, but give much more than is given in proprietary remedies for 50 cents. The liniment is light brown in color, and requires no filtering. The bottle is fitted with a rubber cork and bears an appropriate label, ordering the liniment to be rubbed in well several times a day with a cloth. A cloth, for obvious reasons, gives far better results than application by hand.

### Condensed Milk Emulsion of Cod Liver Oil.

[Pharm. Zeit. xlii, 216.]

Cod liver oil .....	8 ozs.
Condensed milk .....	3 ozs.
Syrup .....	3 ozs.
Water .....	2 ozs.

Place the condensed milk in a mortar, add the oil gradually with constant stirring and finally add the syrup and the water. The emulsion would be rendered more palatable by the addition of a drop of oil of bitter almond.

### PHOTOGRAPHIC FORMULAS.

The following are generally accepted as standard formulas, and most of them have been thoroughly tested. In putting up these preparations, as indeed in all photographic work, the most scrupulous cleanliness must be observed.

Every manufacturer of plates has some special formula to which he gives preference, and which is probably the best adapted for his particular brand of plates. These formulas will be found on sheets packed in with each box of plates. Any good developer, however, will work with any standard.

While the pyrogallic acid, or "pyro," as photographers term it, developers are the most popular, they have the great disadvantage for amateurs that they stain the fingers, while eikonogen, hydroqui-

none, metol and metacarboll developers are less apt to develop stains on the hands of the operators.

It should be borne in mind that all pyro solutions work best when fresh, and only small quantities should, therefore, be made up at one time.

### Pyrogallic Acid Developer.

#### Cramer Developer.

#### ALKALINE SOLUTION.

Water .....	12 ozs.
Carbonate of sodium crystals (sal soda) .....	1 oz.
Sulphite of sodium crystals .....	2 ozs.

A smaller quantity of sulphite will produce a warmer tone, a larger quantity, a gray or bluish-black tone.

The alkaline solution must be kept in well-stoppered bottles.

If the negatives show a yellow stain, make a fresh solution, or try another lot of sulphite of sodium.

#### PYRO SOLUTION.

Distilled or pure ice water ....	6 ozs.
Sulphuric acid .....	15 mms.
Sulphite of sodium crystals ....	1 dr.
Pyrogallic acid .....	1 oz.

Eight grains dry pyro may be substituted for 1 dram of this solution.

Mix the following proportions:

Pyro solution .....	1 dr.
Alkaline solution .....	1 oz.
Tepid water (for winter use) ....	2 ozs.
Or:	
Cold water (for summer use) .....	3 to 5 ozs., or 240 to 400 Cc.

If the high lights are flat, use more pyro solution.

If they are too intense, use less pyro solution.

If too little pyro is used the alkali will be in excess and cause fog.

For negatives of great contrast, suitable for line engraving, use double the quantity of pyro solution, and add sufficient bromide of potassium solution to keep the lines perfectly clear.

#### For Transparencies.

Water .....	64 ozs.
Sulphite of soda .....	8 ozs.
Carbonate of soda (crystals) ..	$2\frac{1}{4}$ ozs.
Bromide of potassium .....	30 gra.

To every ounce of this solution add 3 to 5 grains of dry pyro. An excess of pyro will yield slides too heavy in the shadows and lacking in detail in the high-lights.

#### Carbutt's Developer.

#### NO. 1—STOCK PYRO SOLUTION.

Distilled or ice water .....	10 ozs.
Oxalic acid .....	15 gra.
Bromide of potassium .....	30 gra.

Then add pyro 1 ounce, and water to make 16 fluid ounces.

#### NO. 2—STOCK SODA SOLUTION.

Water .....	10 ozs.
Sodium sulphite (crystals) .....	4 ozs.
Soda carb. crystals (or dry gran. 1 oz.) .....	2 ozs.
Potas. carbonate .....	1 oz.

Dissolve, and add water to make 16 fluid ounces.

#### NO. 3—BROMIDE SOLUTION.

Bromide of sodium or potassium,  $\frac{1}{2}$  ounce (14 grams). Water, 5 ounces (150 Cc.)

**For Developer.**

Dilute 2 ounces of stock No. 2 with 7 ounces of water for cold weather, and 10 to 12 of water in summer. To 3 ounces of dilute No. 2 add  $1\frac{1}{2}$  to  $2\frac{1}{2}$  drams (6 to 10 Cc.) of No. 1. The more pyro the denser the negative, and vice versa. No yellowing or fogging need be apprehended if the directions are followed. Development should be continued until the image seems almost buried, then wash and place it in the fixing-bath.

For instantaneous exposures take for 5x8 or 6 $\frac{1}{2}$ x8 $\frac{1}{2}$  plate 3 ounces of dilute No. 2. Lay the plate to soak in this, and cover pan. Put 2 drams of No. 1 into the graduate, and 3 drops of bromide solution. Pour the soda solution off the plate into the pyro and back over the plate; let development proceed, and examine occasionally. Keep solution in gentle motion over the plate. A very short exposure may take ten minutes to fully develop. If the image is not fully brought out by this time, add to developer in pan three times its bulk of water, and let plate lie in it covered for half an hour or more if necessary, until full development is attained, then wash, and proceed as directed under head of developer.

**Hammer Developer.****NO. 1—PYRO.**

Oxalic acid .....	15 grs.
Water .....	32 ozs.
Dissolve and add:	
Pyrogallie acid .....	1 oz.

**NO. 2—ALKALI.**

Sulphite of sodium (crystals) ..	8 ozs.
Carbonate of sodium (crystals) ..	4 ozs.
Water .....	32 ozs.

To develop, take 1 ounce of No. 1, 1 ounce of No. 2, and 8 ounces of water.

**Eastman Developer for Films.****NO. 1—PYRO.**

Pyrogallie acid .....	$\frac{1}{2}$ oz.
Nitrous or sulphurous acid .....	20 mms.
Water .....	32 ozs.

**NO. 2—ALKALI.**

Sulphite soda (crystals) ..	6 ozs.
Carbonate of soda (crystals) ..	4 ozs.
Water .....	32 ozs.

To develop, take No. 1, 1 ounce; No. 2, 1 ounce; water, 2 ounces.

**Metacarb.**

Metacarb .....	25 grs.
Sulphite of soda (crystals) .....	100 grs.
Sodium hydrate (caustic soda) ..	50 grs.
Water .....	10 ozs.

Dissolve the metacarb in the water, add the sulphite of soda, and, when this is dissolved, add the sodium hydrate and filter. With this developer the time of exposure is considerably reduced.

**John Strathmann's Metacarb Developer.**

A—Metacarb (dissolved in 3 1-3 ozs. water) .....	25 grs.
Sulphite of soda (15 hydro-meter) .....	3 1-3 ozs.
B—Sodium hydrate (20 hydro-meter) ..	

**For use take**

A .....	2 ozs.
B .....	1 oz.
Water .....	3 ozs.

For undertimed plates use more of B. For over-timed plates use less of B, or use old developer.

**Hydroquinone Developer.****Carbutt Developer.**

A.	
Warm distilled water .....	20 ozs.
Sulphite soda (crystals) .....	4 ozs.
Sulphuric acid .....	1 dr.
Hydroquinone .....	360 grs.
Bromide potass. ....	30 grs.
Water to make up to .....	32 ozs.

B.	
Carbonate potash .....	2 ozs.
Carbonate soda (crystals) .....	2 ozs.
Water to make .....	32 ozs.

**C.—ACCELERATOR.**

Caustic soda .....	1 oz.
Water .....	10 ozs.

For under-exposure add a few drops of above to developer.

**D.—RESTRAINER.**

Bromide potass. ....	$\frac{1}{2}$ oz.
Water .....	6 ozs.

**TO DEVELOP.**

For instantaneous exposures, take—A, 1 ounce; B, 1 ounce; water, 4 ounces. For portraits—A, 1 ounce; B, 1 ounce; water, 5 ounces.

For landscapes (Sen. 20-27)—A, 1 ounce; B,  $\frac{1}{2}$  ounce; water 3 ounces.

For landscapes, full exposure (Sen. 16-20)—A, 1 ounce; B,  $\frac{3}{4}$  ounce; water, 4 ounces.

For lantern slides—A, 1 ounce; B,  $\frac{3}{4}$  ounce; water, 4 ounces.

For lantern slides and full exposures—A, 1 ounce; B,  $\frac{3}{4}$  ounce; water, 4 ounces; and 2 to 6 drops restrainer D to each ounce of developer.

Note.—More A will increase density, more B will increase detail and softness. Temperature of developer should not vary much below 65 degrees nor above 75 degrees. The after-treatment is the same as with any other developer.

**Cramer Developer.**

For producing great contrast and intensity, and for developing over-exposed plates.

**No. 1.**

Distilled or ice water .....	25 ozs.
Sodium sulphite (crystals) .....	3 ozs.
Hydroquinone .....	$\frac{1}{2}$ oz.
Potassium bromide .....	$\frac{1}{4}$ oz.

**No. 2.**

Water .....	25 ozs.
Sodium carbonate .....	6 ozs.

To develop, mix equal parts of Nos. 1 and 2.

**Seed Developer.**

A.	
Hydroquinone .....	1 oz.
Sulphite of soda (crystals) .....	5 ozs.
Bromide of potassium .....	10 grs.
Water (ice or distilled) .....	55 ozs.

B.	
Caustic potassa .....	180 grs.
Water .....	10 ozs.

**TO DEVELOP.**

Take of A, 4 ounces; B,  $\frac{1}{2}$  ounce. After use pour into a separate bottle. This can be used repeatedly and with uniformity of results by the addition of one dram of A and 10 drops of B to every 8 ounces of old developer.

In using this developer it is important to notice the temperature of the room, as a slight variation in this respect causes a very marked difference in the time it takes to develop, much more so than with pyro. Temperature of room should be from 70 to 75 degrees Fahr.

**Dr. H. G. Piffard's Formula.**

Sodium sulphite .....	480 grs.
Sodium carbonate .....	960 grs.
Hydroquinone .....	96 grs.
Water .....	16 ozs.

Mix and filter. This developer may be used repeatedly.

**Eikonogen Developers.****No. 1.**

Water .....	40 ozs.
Sodium sulphite (crystals) .....	2 ozs.
Eikonogen (finely powdered) ....	1 oz.

**No. 2.**

Water .....	10 ozs.
Potassium carbonate .....	1 oz.

To develop, take 3 ounces of No. 1, and 1 ounce of No. 2. As a restrainer, use a few drops of a ten per cent solution of potassium bromide.

**Hammer Developer.****No. 1.**

Pure hot water .....	45 ozs.
Sulphite of sodium (crystals) ....	3 ozs.
Dissolve and add:	
Eikonogen .....	1 oz.

Boil five minutes; when cool, filter.

**No. 2.**

Pure water .....	15 ozs.
Carbonate of potassium .....	$1\frac{1}{2}$ oz.

For use, take three parts of solution No. 1 and one part of solution No. 2.

**Carbutt's Developer.****A.**

Distilled water .....	20 ozs.
Sodium sulphite (crystals) .....	4 ozs.
Eikonogen .....	330 grs.
Hydroquinone .....	160 grs.
Water to make up to .....	32 ozs.

**B.**

Distilled water .....	20 ozs.
Potassium carbonate .....	2 ozs.
Sodium carbonate (crystals) .....	2 ozs.
Water to make up to .....	32 ozs.

For directions see Carbutt's hydroquinone developer.

**Seed Developer.****No. 1.**

Distilled, or pure well water ....	32 ozs.
Sodium sulphite (crystals) .....	4 ozs.
Eikonogen .....	240 grs.
Hydroquinone .....	60 grs.

**No. 2.**

Water .....	32 ozs.
Potassium carbonate .....	4 ozs.

To develop, take 2 ounces of No. 1, 1 ounce of No. 2 and 2 ounces of water.

**Hammer Developer.**

Hot water .....	60 ozs.
Sodium sulphite (crystals) ....	3 ozs.
Eikonogen .....	1 oz.
Hydroquinone .....	60 grs.
Potassium carbonate .....	$1\frac{1}{2}$ ozs.
Or 3 ounces of sodium carbonate (crystals).	

To develop, take equal parts of above solution and water. Less water gives more density and contrast.

Other standard photographic formulas will be printed in following numbers.

The law which at present governs the practice of medicine in France forbids the simultaneous practice of medicine and pharmacy even by a person who may be in possession of diplomas in both subjects.



**Milk Somatose.**—A new preparation under the name of milk somatose, resembling meat somatose, has recently been placed on the market by Bayer & Co. It is composed of casein, with 5 per cent of tannin.

**Orexin Tannate.**—Orexin tannate forms a yellowish powder without odor, and with but little taste. It is insoluble in water, but dissolves easily in dilute acids, especially hydrochloric acid. It is recommended as a useful stomachic, to be taken in doses of 7 grs. two hours before meals.—*Wien. Med. Bl.*

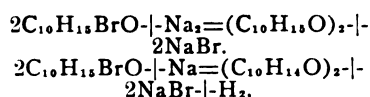
**Norwegian Digitalis Leaves.**—Norwegian digitalis preparations are prepared from the wild plant, and the leaves are gathered during the flowering period. They differ from the German leaves in being of a more olive-green color and less hairy. Madsen publishes the following analysis of them: Water 8.7 per cent; crude digitoxin, on air dry leaves, .421 per cent; on the dried leaves, .457 per cent; pure digitoxin on the air-dried leaves, .256 per cent; and on the dried leaves, .288 per cent.—*Ap. Zeit., through B. and C. Druggist.*

**Ivy-Poisoning.**—Schonberg (*Phila. Polyclinic*, October 16, 1897) says that none of the remedies used in the treatment of ivy-poisoning are specific. All of them are designed to relieve the itching and burning and subdue the inflammation. Of almost equal value are: (1) saturated solution of boric acid; (2) fluid extract of *grindelia robusta*, 1 dram to 4 ounces of water; (3) aqueous solution of sodium hyposulphite, 1 dram to the ounce, (4) Labarraque's solution, 25 to 50 per cent; (5) black wash, diluted one-half with lime water; (6) bromin, 10-15 minims to 1 ounce of olive oil.

**The Estimation of Aloes.**—Fifty grammes of aloes dissolved in 300 Cc. of hot water are acidified with a few drops of hydrochloric acid. The solution is allowed to cool, and the resinous bodies are separated. Large excesses of ammonia and 45 grammes of a 30 per cent solution of calcium chloride are added, and the whole well shaken. The precipitate is pressed and mixed with hydrochloric acid in a mortar. The free aloin and the calcium chloride are then dissolved in the minimum quantity of hot water. The aloin separates from its aqueous solution when cooled with ice, almost quantitatively.—*Through B. and C. Druggist.*

**Di-camphor.**—If sodium be allowed to act on monobrom-camphor dissolved in an indifferent solvent, such as toluene, at a temperature of 90°, the two chief

products of the reaction are dicamphor ( $C_{10}H_{18}O_2$ ), and dicamphendione ( $C_{10}H_{16}O_2$ ). These bodies are formed according to the equations:



Di-camphor crystallizes in colorless needles melting at 165°–166°, and dicamphendione in yellow prisms melting at 192°–193°.—*Ap. Zeit., through B. and C. Druggist.*

**Tannon.**—A condensation product of tannin containing 87 per cent of tannin and 13 per cent of urotropin has been placed on the market by the Elberfeld *Farbenfabriken*. It is described as forming a light, light-brown, slightly hygroscopic, tasteless powder, giving a slightly acid reaction in water. It is almost insoluble in alcohol and ether, and dissolves slowly in weak alkalies. It resembles tanalbin closely. It is split up in the organism and absorbed, the urine giving the characteristic yellow precipitate with saturated solution of bromine which is peculiar to urotropin. Schreiber gives the dose as one Gm. (15 grains) three to four times daily for adults, the dose for children being one-fifth to one-half this amount.

**Ursal.**—The excellent results which are obtained by the use of pure urea as a diuretic has directed attention toward other derivatives of urea as possibly useful in this direction. As a consequence many of the urates have been tested, and Erdmann has placed a combination of urea and salicylic acid on the market under the name of ursal, and the clinical study which is now being carried on shows that this remedy is of much value in rheumatoid and gouty pains. Ursal can be used with particular advantage in those cases in which the specific action of the salicylic acid is desired in conjunction with the diuretic action. The combined action of the double salt tends to prevent the occurrence of the untoward effects sometimes observed to follow the administration of the salicylates. The dose is about the same as that of sodium salicylate.

### Typewritten Prescriptions.

Mr. Labouchere proposes, in *Truth*, that a law be passed making it obligatory to typewrite all prescriptions, so that they may be filled with safety and accuracy. He says: "It is generally understood that medical prescriptions are written in hieroglyphics, which, although not

decipherable by the unlearned public, are thoroughly well understood in the trade. This belief I have myself hitherto shared, but it has been quite upset by a lady who tells me that, believing the illegibility of the prescriptions to be merely due to bad penmanship of the doctors, she has been making some inquiries on the subject. From one chemist she got the alarming answer, 'We can generally make out most of it, and the rest we have to guess.' Another chemist stated that he could usually read a prescription, but now and then he was obliged to send it back to the doctor with a request to have some doubtful point cleared up. This is certainly a little disquieting, and suggests that we might as well have our prescriptions made up by the chemist's boy in 'Pickwick,' who thought that Epsom salts meant oxalic acid, and syrup of senna, laudanum. My lady friend thinks that the remedy is to be found in typewriters; and, perhaps, it might be as well if a short act requiring all prescriptions to be typed were passed at an early date."

### Some English Prescription Difficulties.

At a recent meeting of the Liverpool Pharmaceutical Society, reported in the *London Pharmaceutical Journal*, R. H. Mitchell presented a batch of dispensing difficulties he had had to surmount of late. The first was

Vapor creasoti ..... 2 ozs.

One teaspoonful in a pint of hot water as an inhalation. It was evident that the prescriber did not intend the vapor of the *Pharmacopoeia* to be sent, so what did he mean? Two drachms of creosote with directions for use were dispensed by Mr. Mitchell. Mr. Wyatt thought that it was the vapor of the *London Throat Hospital Pharmacopoeia*, containing creosote, light carbonate of magnesium and water to be used by teaspoonfuls, that the doctor had in mind. The second was for 24 pills:—

Creasoti ..... 1 mm.  
Zinci valer ..... 3 grs.  
Fiat pastillus mitte xxiv.

These required curd soap, 6 grains; liq. quorce powder and compound powder of tragacanth, of each, 25 grains, to make a decent mass, and the zinc salt was well dried on a water bath before using.

A third prescription for pastils ran as follows:

Cocainae hydrochlor ..... 1-10 gr.  
Menthol ..... 1/2 gr.  
Acid. tannic ..... 2 grs.  
Fiat pastillus mitte xx.

The glyco-gelatin base used became semi-liquid when the tannin was added, and nothing could be done to remedy the failure. The prescriber finally ordered the glyco-gelatin to be replaced with fruit paste, when, of course, all trouble was over. Although a great chemical error was undoubtedly committed in prescribing tannic acid with gelatin, yet Messrs. Wokes and Wyatt said that pessaries containing such a combination had been dispensed by them repeatedly with success by taking care to dissolve the tannic acid in some glycerin and adding it to the gelatin mass when just cold enough to run into the moulds.



## PHILADELPHIA COLLEGE.

## Excellent Papers Read.

**Liquid Benzoin for Benzoinating Lard—"Oil Tree" Gum—Acetone as a Solvent for the Official Resins—Commercial Powdered Extracts of Liquorice.**

The regular pharmaceutical meeting of the Philadelphia College of Pharmacy was held Tuesday afternoon, December 21st.

Four papers were announced on the programme, and these, taken as a whole, involved no inconsiderable amount of research work.

The first one communicated was on "Liquid Benzoin for Benzoinating Lard," by Richard M. Shoemaker, of the firm of Robert Shoemaker & Co.

The writer stated that in his experience he found that even the best grades of commercial benzoin contained from 5 to 20 per cent of impurities. This, when employed according to the official method for making benzoinated lard, yielded a product of variable quality. To overcome this objection and to facilitate preparation, he uses a liquid benzoin prepared as follows:

Benzoin .....	100 Gms.
Ether .....	200 Cc.
Castor oil .....	15 Gms.

Macerate the benzoin in the ether for twelve hours; filter and dissolve the castor oil in the filtrate; then carefully distil off the ether. The oleaginous liquid remaining contains the desirable constituents of the benzoin, and can readily be incorporated with certain proportions of lard and white wax. Samples of gum benzoin, liquid benzoin and benzoinated lard accompanied the paper.

"A Contribution to the Knowledge of the Gum from the Oil Tree" was the title of a paper presented by Charles W. Dirmitt, a student of the college.

The tree producing this gum grows in the West Indies. Its botanical name is *Prioria copaifera*, and the gum is obtained by tapping the trunk. Some months ago Prof. Henry Trimble examined a sample of this exudation to determine whether it contained constituents having medicinal qualities similar to copaiba, or if unlike copaiba in this respect, to determine whether it might not be used as an adulterant thereof. The results of this investigation showed that it was too dissimilar to be used as an adulterant of copaiba, and that it was probably inert medicinally. One essential difference resulted on distilling the substance with water. In the distillate no oily layer separated, which, of course, indicated the absence of volatile oil. On further examining the substance some interesting facts resulted. Its distillation was attended by the "crackling" which is observed in the distillation of petroleum. Portions of the distillate had a fluorescence similar to that of the paraffin oils, and possessed, moreover, a distinctly petroleum-like odor.

It was for the purpose of ascertaining the composition of the above fractions

that the present work was undertaken. The substance was submitted to destructive distillation under reduced pressure, and also at the ordinary atmospheric pressure, the distillates in each case being very similar. Four combustions were made of the dried material, and its ultimate composition determined to be  $C_{14}H_{10}O_2$ . Acrolein was present in the distillates, and was believed to be a product of decomposition, as also water which collected in the receiver, even when the substance was dried previous to distillation. These latter points were thought to indicate some relation between this gum and the higher fatty acids, although the formula obtained by combustion did not coincide with the general formula of the acids of either the paraffin, olefine or acetylene series.

The author said, in conclusion, however, that if it be supposed to be an acid similar to the above-mentioned acids, the general formula of the class to which it belongs would be  $C_nH_{2n-8}O_2$ .

A contribution "On the Use of Acetone as a Solvent in Preparing the Official Resins" was read by Edward T. Hahn, assistant in the Pharmaceutical Laboratory of the College.

The author reviewed the literature pertaining to the use of acetone as a solvent, and said that it was probably destined to replace alcohol and ether in many analytical and pharmaceutical processes. In the present instance the object had in view was to determine the relative value of alcohol and acetone as solvents in the preparation of the above substances.

A given quantity of powdered jalap was extracted with alcohol according to the official directions, and 6.5 per cent of resin obtained. Substituting acetone for alcohol in the official process the yield of resin was 7.5 per cent. Powdered podophyllum similarly treated with alcohol yielded 4 per cent of resin, and when acetone was used the resin amounted to 4.5 per cent. Two samples of scammony treated respectively with boiling alcohol and boiling acetone yielded precisely the same quantity of resin. The resins were also similar in appearance and solubility.

The author, therefore, concluded that acetone might be used as an economical substitute for alcohol in making the official resins.

Calvin O. Kinsey, an assistant in the Chemical Laboratory of the College, communicated some analytical results in a paper entitled "An Examination of Some Commercial Powdered Extracts of Liquorice."

Since the value of extract of liquorice depended upon the amount of glycyrrhizin present, it was deemed essential to determine the percentage of this principle in the samples examined. Some difficulty was experienced in finding a solvent which would extract the glycyrrhizin, and at the same time render the starchy material present in many of the samples of such consistency as not seriously to interfere with filtration. The most satisfactory results were had with a solvent consisting of 40Cc. of official ammonia water, 240Cc. alcohol and sufficient water to make one litre.

That the commercial extracts of liquorice are very variable products, may be seen by comparing the results obtained by the author. These ranged as follows: Moisture from 5.00 to 9.19 per cent; ash, 3.70 to 8.18 per cent; insoluble matter, 5.95 to 36.52 per cent; glycyrrhizin, 5.28 to 27.78 per cent.

## ORGANISMS IN DRINKING WATER.

**Lecture at the Franklin Institute by Dr. Albert R. Leeds, of Stevens Institute.**

The lectures of the Franklin Institute of Philadelphia have been held heretofore in Association Hall, at Fifteenth and Chestnut streets, on account of the extensive repairs to the institute.

The lecture on Friday, December 10, by Dr. Leeds, was the first one of this season to be held in the lecture room of the institute, and it was well attended and highly appreciated. The lecturer devoted his principal attention to those micro-organisms in water which sometimes develop characteristic tastes and disagreeable odors. Those microscopic organisms which may be present naturally in a water supply sometimes give rise to flavors described popularly as "fishy," "oily," "cucumber," "stable," etc. They are not regular in their occurrence, and are varying in intensity and duration. Dr. Leeds mentioned the fact that in Boston, in the year 1881, and in Brooklyn, in 1896, the trouble was so serious as to affect the entire city supply. The trouble usually originates in dams and reservoirs, owing to the lack of circulation in the water by which it may purify itself.

It is only of recent years that these causes have been discovered, and in the light of our present knowledge of the subject it will not be long before every city engineer of water works will be able to avoid the trouble or remedy it when it occurs.

Dr. Leeds mentioned several notable scientists in Philadelphia to whose researches our present knowledge is largely due, among whom may be included Dr. Joseph Leidy, Dr. Horatio Wood, Francis Wille and Edward Potts.

The apparatus for the enumeration and measurement of these tiny organisms is also of American origin and was exhibited and described by the lecturer.

The lecture was profusely illustrated by lantern slides of the organisms, and especial interest was shown in the exhibition of the organisms which caused the trouble in Brooklyn. A certain star-shaped species called *asterionella*, which communicated a nauseating fishy or oily taste to the water, was the cause of the popular alarm.

**A New Cure for Insomnia.**

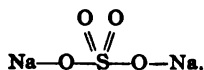
A physician who suffered for some years from insomnia, following a fall from a car, describes in the *Journal of the American Medical Association* a new method of inducing sleep, which was tried successfully. The principle is to induce muscular fatigue by exercises carried out in bed. Lying on his back, the patient first reaches for the foot and head-board at the same time. He then raises his head half an inch; at the same time he breathes slowly and deeply about eight inspirations to the minute, which are counted. After about twenty inspirations, the head, which begins to feel heavy, is dropped. The right foot is then raised (the reaching for the boards and counting being continued) and similarly dropped when fatigued. The left foot goes through the same process. The muscles which are used in reaching for the head and foot boards are then re-

lieved, and the body is elevated so that it rests on the head and heels. He then turns to the right side and reaches for the head and foot boards again, and raises first the head and then the foot as before. The same process is gone through on the other side. Thus eight positions have been assumed and a large number of muscles used. If sleep has not been induced the same cycle is gone over again.

## THE NEW DUALISM IN CHEMISTRY.\*

BY JAMES WALKER, D.S.C., PH.D., F.R.S.E.  
Professor of Chemistry in University College,  
Dundee.

There are probably some present here to-night who, if they recall their first instruction in chemistry, will remember that they were told that salts were supposed to consist of a basic oxide combined with an acid oxide—that sodium sulphate, for example, was composed of sodium oxide,  $\text{Na}_2\text{O}$ , with sulphur trioxide,  $\text{SO}_3$ , and had the formula  $\text{Na}_2\text{O} \cdot \text{SO}_3$ . This dualistic mode of representing compounds had in many instances conspicuous advantages, especially in the formulation of salts containing oxygen, and in general, in all questions of oxidation and reduction. However, when the idea of atom-linking found general acceptance, this old method of representation was gradually given up, for it no longer had any obvious connection with the now prevalent theories of the ultimate constitution of chemical compounds. The atoms, according to the new theory, were supposed to be all linked together to form a sort of chain, and the formula of sodium sulphate was written



If this conception of the constitution of the molecule is correct, it is evident that there is no justification for dividing the oxygen of the salt into basic oxygen and acid oxygen, as was formerly done. The notion of the direct linking of atoms to form atomic chains dominates chemical theory to the present day, and the old dualistic mode of formulating compounds has practically vanished, persisting only in such common names as sulphate of soda, which recall the old division of the salt into the basic oxide "soda" and the acid oxide "sulphuric acid." But within the last ten years a new dualism has sprung up, and it is my object to-night to give an account of this theory and to show its practical application in the understanding and the teaching of elementary chemistry.

### The New Dualism Explained.

In the language of the old dualism, a salt consisted of an electro-positive part of an electro-negative part, the sodium oxide and the sulphuric anhydride of our example. These parts were supposed to hold together because it was generally known that in electric phenomena opposites attract, and like repels like. There was also direct practical justification for this view. When a solution of sodium sulphate is electrolysed, it is found that round the negative pole caustic soda accumulates, and round the positive sulphuric

acid. Here the salt has been split up into a basic or positive portion, which wandered to the negative pole, and an acid or electro-negative portion, which traveled to the positive pole. The caustic soda was supposed to be formed by the union of the basic oxide with water, thus,  $\text{Na}_2\text{O} \cdot \text{H}_2\text{O} = 2\text{NaOH}$ , and the sulphuric acid by the combination of the anhydride with water, thus,  $\text{SO}_3 \cdot \text{H}_2\text{O} = \text{H}_2\text{SO}_4$ .

If we consider this and similar cases of electrolysis, therefore, the old electrochemical dualism seems to give a reasonable explanation of the facts, and in other instances, where the explanation has been less simple, it is still possible to apply the theory successfully and consistently.

It was precisely to account for the phenomena occurring in cases of electrolysis like the foregoing that the new chemical dualism was devised, and in the first instance it was not intended to have any direct bearing on chemical theory at all. According to it, sodium sulphate, when dissolved in water, splits up into an electro-positive portion and an electro-negative portion, but these are no longer supposed to be the basic oxide and the acid oxide, but the basic radical and the acid radical. Sodium atoms or ions constitute the positive part, the sulphate radicals, or sulphions,  $\text{SO}_4$ , constitute the negative part in our example. Faraday gave the name "ion" to the carriers of electricity which move in a solution undergoing electrolysis. Electricity in an electrolyte can only move along with matter, as may easily be shown by the changes in concentration which occur round the electrodes, and not as in metallic conductors, where it moves without a material carrier. These different modes of movement of the electricity have been compared to water being carried in pails and water flowing through a pipe. When the ion carrying the electricity arrives at the electrode, it is there discharged, and may then either be liberated, as is the case with many metallic ions, or it may react with the water of the solvent, as also frequently happens. In our example, the sodium ions, when they arrive at the negative electrode, lose their charge of electricity and at once act on the water with formation of caustic soda and evolution of hydrogen. At the positive electrode the sulphions are discharged, and decompose the water with formation of sulphuric acid and evolution of oxygen, according to the equation,  $2\text{SO}_4 \cdot 2\text{H}_2\text{O} = 2\text{H}_2\text{SO}_4 \cdot \text{O}_2$ .

### The Theory of Dualism Held by Arrhenius.

Although physicists had long been familiar with this conception of the ion, they did not conceive it to have an independent existence in the electrolytic solution. It is true that the positive ion was supposed to carry the positive electricity and the negative ion to carry the negative electricity, but the transference of the electricity to one pole from the neighborhood of the other was assumed to be made by the different sodium sulphate molecules exchanging ions, so that by a sort of "ladies' chain" process, in which the ions constantly changed partners, two streams of ions steadily arrived at the opposite electrodes without any one ion having been for an appreciable time unpaired with an ion of the opposite kind.

The essential novelty of the state of a salt in aqueous solution introduced by Arrhenius, the originator of the new dualism, is that the ions are supposed for the

most part to exist altogether free of each other, and to act independently, not only in electrolytic, but also in chemical processes. Common salt is conceived by him to exist at all times in aqueous solution, not as molecular  $\text{NaCl}$ , but as independent ions,— $\text{Na}$  with a charge of positive electricity, and  $\text{Cl}$  with a charge of negative electricity. At first sight this seems to be directly at variance with our ordinary experience of the properties of sodium and chlorine. Metallic sodium when brought into contact with water at once decomposes it with evolution of hydrogen; chlorine we know as a greenish-yellow gas giving a yellowish aqueous solution. We must recollect, however, that Arrhenius does not state that ordinary sodium exists in solution; it is sodium highly charged with electricity according to Faraday's law that maintains an independent existence in the water. Now we know that an electrical charge often profoundly modifies the chemical properties of a substance. Aluminium does not attack water under the ordinary conditions, neither does mercury; but let aluminium be covered with a fine film of mercury so as to form aluminium amalgam, and it at once acts on water, even at the ordinary temperature, with evolution of hydrogen. A piece of sodium, when in contact with certain other metals, may be thrown into strong sulphuric acid without any violent action occurring. The electric charges assumed by metals when brought into contact with each other thus entirely change their chemical properties. Bearing this fact in mind, then, there is no inherent improbability of sodium and chlorine existing in a solution of common salt in the state of ions, so far as interaction between them and the solvent is concerned. We are still, however, so much accustomed to look at the sodium and chlorine as being firmly bound together, even in solution, that the conception of their leading an independent existence is strange and even abhorrent. But if we recollect that it is precisely salts in solution that we most often use for rapid chemical reactions, we must admit that their radicals are very freely interchangeable, and therefore but loosely bound together if bound together at all. A comparison of the sluggish actions of organic chemistry with the easy interactions of aqueous solutions of acids, salts, and bases will serve to illustrate this difference, the organic substances not being, as a rule, split up into positive and negative ions. The practical test to find out whether a substance is decomposed into ions or not in a solution is in all cases an observation of its electric conductivity. If the solution of the substance conducts well, there must be many carriers of electricity in it, i. e., the dissolved substance must be to a considerable extent decomposed into ions. If the solution conducts feebly or not at all, we draw the conclusion that there are few ions present. As I have said, the extent to which a substance is decomposed into its ions is not only a measure of its conductivity, or vice versa, but also of its chemical activity. Contrast, for instance, the immediate action of alcoholic solutions of the metallic chlorides (which are all good conductors) on the solution of a silver salt, with the behavior of the solutions of the non-conducting so-called organic chlorides, say phenyl chloride. In general we find chemical activity, in the sense of readiness to undergo double decomposition, to go hand in hand with electrical conductivity, and the explanation given by Arrhenius

\* Inaugural Sessional Address delivered before the North British Branch of the Pharmaceutical Society, Friday, November 20, 1897.

is that the real carriers of the electricity are the free ions, which, in virtue of their freedom, are chemically active, since they have not to be separated from each other before they interact.

### How It Is Taught.

It is impossible for me in the time at my disposal even to indicate the various phenomena which have received a simple explanation from this one hypothesis of the existence of free ions in solution. Originally intended to account for the phenomena of electrolysis, it affords a basis for dealing quantitatively with numberless other magnitudes, and has thrown a light on the general behavior of salt solutions, where all was formerly darkness and confusion. The fundamental assumption may appear to us distasteful, but on careful consideration we find it to be at variance not with the facts, but only with our preconceived opinions and interpretations of the facts. Anyone who has made himself familiar with the new mode of viewing the phenomena observed in solutions of acids, salts, and bases, finds it indispensable, and what I would venture to urge is its early introduction in the teaching of elementary chemistry. What the student first meets with in his practice is the behavior of these very substances. Let a course of elementary theoretical chemistry therefore begin, not with the comparatively useless study of the elementary and compound gases, acquaintance with which is acquired only to be immediately forgotten, but with the properties of acids, bases, and salts. Let him understand solubility, crystallization, double decomposition, precipitation, and he will have little trouble in finding his way through the new and unfamiliar field of chemical phenomena. The strain on the memory is slight at first, and the facts come under general rules. My own practice in teaching is to give a table of the common positive and the common negative radicals, indicating by symbols attached to them the number of electric charges that each possesses in virtue of Faraday's law. Thus, to take a few examples, we have:

Positive Radicals.		
	H <sup>+</sup>	Hydrogen
Metallic radicals	K <sup>+</sup>	Potassium
	NH <sub>4</sub> <sup>+</sup>	Ammonium
	Ag <sup>+</sup>	Silver
	Hg <sup>+</sup>	Mercurous
	Hg <sup>2+</sup>	Mercuric
	Ca <sup>2+</sup>	Calcium
	Fe <sup>2+</sup>	Ferrous
	Fe <sup>3+</sup>	Ferric
	Al <sup>3+</sup>	Aluminium
Negative Radicals.		
	OH <sup>-</sup>	Hydroxide
Univalent	Cl <sup>-</sup>	Chloride
	NO <sub>3</sub> <sup>-</sup>	Nitrate
Bivalent	SO <sub>4</sub> <sup>-2</sup>	Sulphate
	CO <sub>3</sub> <sup>-2</sup>	Carbonate
Trivalent	PO <sub>4</sub> <sup>-3</sup>	Phosphate

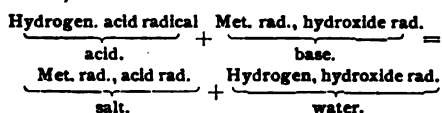
In writing the formula of any compound of a positive with a negative radical, the student is told that the number of dots in the positive portion must be equal to the number of dashes in the negative portion. The reason for this may be taught later. Each dot represents one charge of positive electricity; each dash represents one charge of negative electricity. As the solution of the compound is electrically neutral, the positive electricity must balance the negative electricity, and therefore the number of dots must equal the number of dashes. Once he learns his table and grasps this principle he makes few mistakes in writing formulas, and I do not find such compounds ap-

pearing as CaCl and NaSO<sub>4</sub>. He writes Ca<sup>++</sup> Cl<sub>2</sub><sup>-</sup>, Na<sup>+</sup> SO<sub>4</sub><sup>-2</sup>, Ca<sup>++</sup> (PO<sub>4</sub><sup>-3</sup>)<sub>2</sub>, (NH<sub>4</sub>)<sub>2</sub> Mg<sup>++</sup> PO<sub>4</sub><sup>-3</sup>, etc.

Acids, bases and salts in solution are defined as follows:

Acid..... Hydrogen, Acid radical.  
Base..... Metallic radical, Hydroxide radical.  
Salt (normal)..... Metallic radical, Acid radical.  
Water..... Hydrogen, Hydroxide radical.

Neutralization is easily seen to be an interchange of radicals with formation of water, thus:



Acid salts, e.g., Na·H·SO<sub>4</sub>, have hydrogen as part of the positive portion; basic salts, e.g., Hg<sup>++</sup>(NO<sub>3</sub>)'(OH)', have hydroxyl as part of the negative portion. The relation between hydroxides and oxides, and between acids and their anhydrides, follows naturally. A few notions as to solubility complete the student's preliminary equipment, e.g.:

All normal nitrates are soluble.

All salts of the alkali metals are soluble.

All chlorides are soluble except those of Ag<sup>+</sup>, Hg<sup>2+</sup>, Pb<sup>2+</sup>.

All sulphates are soluble except those of Ba<sup>++</sup>, Ca<sup>++</sup>, Sr<sup>++</sup>, Pb<sup>2+</sup>.

All phosphates are insoluble except those of the alkali metals.

All carbonates are insoluble except those of the alkali metals.

Equipped with these and similar rules, and the principle that when two ions by their union can form an insoluble compound they do so when they meet in the same solution, the student in a very short time gains a practical command of his knowledge of solutions that enables him to apply it successfully to his ordinary laboratory work.

### In Favor of Test-Tube Work.

And here I would say a word in favor of the much-condemned test-tubing. Of course, when the student learns his testing parrot-wise from a table, the knowledge, like all parrot knowledge, is educationally worthless, and it is no doubt the chief drawback of test-tubing that it lends itself so readily to be "crammed up" in this manner. But if test-tubing is properly studied, its educational value is, in my opinion, quite equal to that of the mock quantitative work now so often inflicted on the luckless beginner by those in authority in high places. Let the student add sodium hydroxide solution to solution of all the common metallic salts in succession, note what happens, and tabulate his results; let him divide, say, the metallic radicals into those that give no precipitate, those that give white hydroxides soluble in excess, those that give white precipitates insoluble in excess, and those that give colored precipitates, arranged according to their color. Let him do the same with other reagents—ammonia, hydrochloric acid, sulphurated hydrogen, ammonium sulphide, ammonium carbonate, and so on. He will thus acquire an easily remembered stock of reactions which enables him to detect the ordinary radicals independently of any book or table, and serves as material to exemplify the rules given in the theoretical portion of his course. It is afterwards an easy step to analyze mixtures in an intelligent manner.

I am, of course, not claiming for the new theory the merit of conceiving salts

as composed of an acid radical and a metallic radical—that mode of viewing salts is half a century old—but it brings the mode into prominence, and gives it a meaning that it did not formerly possess. It gives us in the degree of their dissociation a criterion of the strength of acids and of bases, and it has numberless applications to the problems that are met with in the ordinary practice of preparative and analytical chemistry. A few examples may serve to illustrate its use.

### Application to Practical Chemical Problems.

If we wish to prepare a pure specimen of sodium chloride we make a strong solution of the salt and pass hydrochloric gas into it, or add to it strong hydrochloric acid solution. The sodium chloride is at once precipitated, and is of a higher degree of purity than the specimen originally dissolved. The sodium salts of the aromatic sulphonic acids are often obtained pure from solution in a similar way. To the solution is added either strong brine or solid caustic soda. In either case the sodium sulphonate falls out. Another familiar example of a similar process is the salting out of soap. The theory of the process is in each case the same. It is a well-known principle of theoretical chemistry that if a substance is dissociated in any way whatever, the addition of one of its dissociation products diminishes the degree of dissociation, and this in the greater measure as the dissociation is slight. Now, in each of the above processes a substance is added which has one ion in common with the original substance, the degree of dissociation of the original substance is therefore diminished. The solubility of a salt in water seems to be regulated, not, as we might at first be disposed to imagine, by the total amount in solution, but rather by the amount of undissociated salt in solution. If we therefore increase the amount of undissociated salt in a saturated or nearly saturated aqueous solution, the solution will become supersaturated and the excess will fall out. Let us take the example of the purification of sodium chloride. In a strong brine the sodium chloride is dissociated to the extent of some 30 per cent. It is the remaining 70 per cent of undissociated substance that determines the solubility. If now we pass gaseous hydrochloric gas into the solution, it dissolves, and, being highly dissociated, contributes both hydrogen ions and chloride ions to the solution. Now the products of dissociation of the salt are sodium ions and chloride ions. The addition of hydrochloric acid then means the addition of one of the products of dissociation, viz., chloride ions, and consequently the degree of dissociation of the sodium chloride is diminished, i. e., the amount of the undissociated salt is increased. But if the solution is already saturated or nearly so, with the undissociated substance, the saturation point will be passed as soon as the hydrochloric acid is added, and the excess then falls out. Similarly, the sodium salts of sulphonic acids, which are not very soluble, can be thrown out of solution by brine or by strong caustic soda. All these substances, when dissolved in water, yield sodium ions. The solubility of the sodium sulphonate is thus diminished when sodium chloride or sodium hydroxide is added, and a portion of the salt is deposited.

In the manufacture of ordinary soda soaps, the sodium salts which constitute the soap are dissolved in relatively too

much water, and are contaminated with excess of glycerin and other substances. To purify them and get a curd soap, the solution is salted out, i. e., salt is added till the soda separates out of solution as a hard curd. The sodium salts and the sodium chloride have the sodium ion in common, so that the solubility of the former is diminished on the addition of the salt, with the result that a large proportion separates out in a fairly pure state. Any other compound which gives sodium ions plentifully when dissolved in water will salt out a soap as well as common salt. Thus, if excess of a strong solution of caustic soda be used to effect the saponification, the soda soap separates out as saponification progresses. Here the sodium ions come from the caustic soda. Finally, it should be noted that soft soaps, i. e., potash soaps, cannot be salted out with common salt. The reason is obvious: the positive ion of the potash soaps is potassium, and in adding sodium chloride we neither supply a similar positive nor a similar negative ion. Thus the solubility of the potash soap is not appreciably diminished, and it does not separate.

#### The Theory of Indicators.

To give another example, in conclusion, of the application of the new dualism to practical chemical problems, I may refer to the theory of indicators, the ordinary indicators used in acidimetry and alkalimetry are useful in so far as they assume a different color in acid, neutral or alkaline solution. The difference of color is due to the ions of the indicator having one color and the undissociated molecules another color. Our ordinary indicators are, as a rule, feeble acids, and those chiefly used are litmus, methyl orange, and phenol phthalein. When phenol phthalein is in the undissociated state, e. g., when it is a solid, it has a feeble yellow tint. When dissolved in water it is still colorless, for the extent to which it is dissociated into ions is so vanishingly small that the color of the negative ion is not apparent. As soon, however, as we add a small quantity of a strong base, the acid is converted into a salt, and salts of weak acids are as much dissociated as salts of strong acids. Negative ions, then, are at once produced from the salt, and as they have an intense pink color, their formation is rendered evident. The addition of even a very minute portion of alkali over the point of neutralization is therefore indicated in an unmistakable manner. As weak acids do not combine readily with weak bases, phenolphthalein does not indicate well when a feeble base such as ammonia is employed. The end point is not sharp, as considerable excess of ammonia must be added before the unstable ammonium salt of phenolphthalein is formed to an appreciable extent.

#### An Acid Indicator.

Methyl orange is an example of fairly strong acid indicator. Its undissociated molecules are red, its negative ions are yellow. When dissolved in water it dissociates partially so that both negative ions and undissociated molecules are present, with the result that the color is intermediate between yellow and red, viz., orange. Being an acid, its positive ions are hydrogen ions. When, therefore, we add a small quantity of a strong acid to it we add one of the products of dissociation, viz., hydrogen ions, whereby its

dissociation is greatly diminished, and the orange color changed to red. When, on the other hand, an alkali, even a weak one, such as ammonia, is added, the methyl orange at once forms a salt with it, and the orange color is transformed into the yellow color of the negative ions which are produced from the salt. Methyl orange, then, is the proper indicator to use with strong acids and feeble bases. If the acid to be titrated is a weak one, like acetic acid, it has practically no effect on the methyl orange, which is then the stronger of the two acids, and instead of having its own dissociation greatly diminished, rather diminishes the dissociation of the other acid. A solution of sodium acetate or of sodium carbonate behaves, therefore, to methyl orange just as a solution of caustic soda would. Litmus is an indicator intermediate between phenolphthalein and methyl orange, and lacmoid is similar. These instances may afford some idea of the applicability of the hypothesis of electrolytic dissociation to ordinary problems of practical chemistry. It frequently gives a simple explanation of otherwise unintelligible details of chemical practice; in theoretical matters it is indispensable.

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Professor Park has laid students of medicine under special obligations to him for his useful and attractive manual. As a medical historian, he has achieved a distinct success. The illustrations are unusually good throughout, and relate to nearly every development of the healing art, including fine portraits of ancient and modern medical and surgical worthies. The work will prove an acceptable addition to the library of the pharmacist, as well as that of the physician.

A TEXT-BOOK OF PRACTICAL THERAPEUTICS, with special reference to the application of Remedial Measures to Disease and their Employment upon a Rational Basis. By Hobart Amory Hare, M. D., Professor of Therapeutics and Materia Medica in the Jefferson Medical College, Philadelphia, etc. With special chapters by Drs. George E. de Schweinitz, Edward Martin and Barton C. Hirst. Sixth edition, thoroughly revised and largely rewritten. In one octavo volume of 756 pages. Cloth, \$3.75; leather, \$4.75. Lea Brothers & Co., publishers, Philadelphia and New York, 1897.

There is no work on therapeutics which finds so much favor with the student, both medical and pharmaceutical, as "Hare's Therapeutics." The descriptions of drugs are so concise, yet comprehensive, the indications for their application to the treatment of disease explained so intelligently, making the memorizing of them easy. The present new and revised sixth edition is enriched by a record of the newer measures in therapeutics which have proved useful since the publication of the fifth edition, two years ago. Antitoxin thus finds a place in a note on the treatment of diphtheria, the only disease, in the author's opinion, in which the serum has been used with efficacious results. The index

of disease and remedies occupies more than sixty pages, and reference is greatly facilitated thereby, the arrangement being admirable in every respect.

Proceedings of the Pennsylvania Pharmaceutical Association, at its twentieth annual meeting in the Kittatinny House, Delaware Water Gap, June 8, 9 and 10, 1897.

The annual "Proceedings" of the Pennsylvania Pharmaceutical Association (twentieth year) has come to hand, tardily, it is true, but finally, presenting the usual variety of miscellaneous matter, with original papers and essays. That of Moerk's assay of opium, and La Walls' examination of chemicals and vegetable drug products are especially valuable to the scientific pharmacist, and the progressive therapist. The miscellany of papers probably interest the reader more than they did the listener, but they at least serve to keep up a sort of literary emulation among the members, and maintain an interest, which might, if not thus stimulated, languish. The committee on adulterations, which has, heretofore, generally been satisfied with a somewhat stereotyped report, has earned gratitude and credit for itself in securing the passage of an act to prevent sophistications in drugs and medicinal preparations, and, moreover, providing penalties. There is no doubt that if the spirit and purpose of the law are rigidly executed, the members of some of our pharmaceutical houses may have their feelings lacerated. If there is an absolute determination to bring offenders to justice there will be no difficulty whatever in providing for the expense—a contingency which seems greatly to disturb some minds. Prosecution becomes a police measure of the State and the treasury will have to stand the racket. It is strange to say that these wholesome measures meet with their most serious opposition in high places. All will perhaps remember the history of the Paddock national bill or act. It would be invidious to institute comparisons between the merits of published proceedings of the various State organizations—each and every one of which is earnestly laboring to improve the educational status of members, arouse feelings of fraternal and mutual interest and co-operation, and to advance the scientific value of pharmacy as an institution. We may perhaps be pardoned in the feeling of vanity, if we state that in all this the Pennsylvania Pharmaceutical Association takes a foremost position. All the pharmaceutical associations realize that they have stanch champions in the trade journals—none more conspicuous in the good deed than the AMERICAN DRUGGIST. In looking over the pages of the Pennsylvania report one is amused to observe that the most of the talking is done by a few individuals, who, having this gift, exercise it liberally. It is a mistake, however, for the associations to incur the expense of printing long, rambling speeches and declamations. The American Association has very properly ruled all this out. We may listen to individual views thus expressed with propriety and possible profit, but we do not need to have them in print. Brief pertinent ideas, practical suggestions—a five-minute limit will do. It is too true we have the "matchless gladiator" in debate, and he who has been jocularly called "grand." We have given them lots of our time and patience in the past; they ought to be willing to give us a respite now. W. B. T.



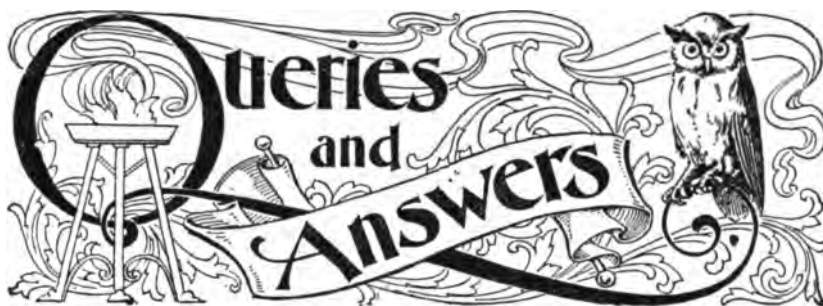
Proceedings of the fifteenth annual meeting of the Michigan State Pharmaceutical Association, held at Grand Ledge, Aug. 3, 4 and 5, 1897. Michigan State Board of Pharmacy and Pharmacy Law. Charles F. Mann, Secretary, Detroit, Mich.

This is an attractive publication, of convenient size, containing matter of much interest and profit to the druggists of Michigan. Among the papers of special interest printed with the proceedings we note the following: "Report on Trade Interests," by C. N. Anderson; "Calx Chlorata," by A. B. Stevens; "Diastasic Ferments," by C. C. Sherrard and J. L. Legarden.

**INCOMPATIBILITIES IN PRESCRIPTIONS.** For students in pharmacy and medicine and practicing pharmacists and physicians; by Edsel A. Ruddiman, Ph. M., M. D., Adjunct Professor of Pharmacy and Materia Medica in Vanderbilt University, New York: John Wiley & Sons. Price, \$2.

The object of the writer of this work is to present to the student in a convenient and condensed form the more common incompatibilities, and also to furnish him with a list of incompatible prescriptions in such a form that he may readily find out what the trouble is and the best means of avoiding it. The book contains a list of so-called incompatibles, and an extended list of prescriptions giving examples of "incompatibilities" with comments on the same.

We notice that this book has been widely commented on both in the medical and pharmaceutical press, and almost invariably in favorable terms. We confess we are unable to see in what manner these comments are justified. The book itself is largely made up of a list of the common reactions which are presented in a more convenient form in the ordinary chemical text books. Pharmaceutical incompatibilities are in the first part of the book largely conspicuous by their absence. We cannot see what value it is to the pharmacist in connection with dispensing prescriptions to know, for example, that when strong nitric acid is mixed with concentrated sulphuric acid and glycerine an explosive compound is formed. Information of this kind is totally out of place in a pharmaceutical text-book. Furthermore, we imagine that it is for the first time that a secondary drug journal issued by a manufacturing house is quoted in a printed book as an authority on chemical reactions. Many of the reviews published in medical journals recommend this work to the druggist rather than to the physician, on the ground that the druggist is more in need of a work of this kind. On similar grounds we should prefer to recommend this book to the consideration of the medical profession. It is a book which will appeal more to the professor and to teachers in those schools which are managed by officials, whose connection with pharmacy is more or less remote. The work concludes with a number of examples, the majority of which would scarcely, under any conditions, find a place in legitimate prescribing. It is not, for example, a common occurrence to find silver nitrate prescribed in combination with permanganate of potassium as a lotion, nor to find chloroform, nitric acid and creosote harmoniously blended in an application for external use. We regret that we cannot recommend this work to the favorable notice of pharmacists in general.



*We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.*

*The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.*

**Enteric Coated Pills.**—M. C. W.—These pills are coated with some substances not soluble in the gastric, but soluble in the intestinal secretions. Keratin or salol is usually employed for coating.

**To Avoid Cinchonism.**—C. H. M.—The unpleasant effects of excessive doses of the cinchona alkaloids may be almost entirely avoided by taking 10 to 20 drops of dilute hydrobromic acid with each dose.

**Laxative Tonic Pill.**—Z. D. R. writes: "A customer wishes a good formula for a pill that will move the bowels gently, act on the nervous system, build up the system, and at the same time purify the blood. Will you please print such a formula."

The following is an approved combination, which may answer the above indications:

**PURGATIVE CASCARA PILLS.**

Extract of cascara sagrada .....	30 grs.
Extract of frangula .....	15 grs.
Powdered aloes .....	60 grs.
Powdered gentian root .....	60 grs.
Powdered soap a sufficient quantity.	

Directions—Take one to four pills, as required.

**Indelible Ink for Paper.**—N.—The indelibility of the ink made from the subjoined formula depends on the fact that when potassium bichromate and gelatin come together, particularly in the form of a thin film, in the presence of daylight, the film becomes insoluble in hot or cold water. The formula reads:

Gelatin .....	2 grs.
Potass. bichrom. ....	2 grs.
Nigrosine .....	10 grs.
Water .....	1 fl. oz.

Dissolve the gelatin and nigrosine in most of the water, and the potassium bichromate in the remainder. Mix the two solutions in an amber-colored bottle. If it is found that the ink "gums" in the pen, the quantity of gelatin and bichromate may be somewhat reduced. But the ink, when properly made, and dry, cannot be entirely removed from paper by hot or cold water, acids or alkalis.

**Chilblain Pencils.**—P. D.—The following process is recommended: Five parts of camphor are dissolved in 200 parts of olive oil, and 10 parts of iodine are also dissolved in the smallest possible amount of alcohol. The mixed solutions are intimately combined with 90 parts of melted paraffin, and poured into

molds of the form usually employed for migraine (menthol) pencils. The pencils so prepared may be dispensed in wooden cases. The addition of more olive oil renders the mass softer, and by use of salicylated suet it may be adapted to be used in tin cases with movable bottoms, allowing it to be pushed out as needed.

**Shampoo Paste.**—S. M. B.—The following formulas are given in "The Standard Formulary." Many of these are known by the name of "egg shampoo," but some of these preparations do not contain any egg, but are merely a perfumed soft-soap.

Castile soap, white .....	4 ozs.
Curd soap, powder .....	2 ozs.
Potassium carbonate .....	1 oz.
Honey .....	1 oz.

Make a homogeneous paste by heating with sufficient quantity of water.

Ammonia water .....	3 fl. drs.
Cologne water .....	3 fl. drs.
Alcohol .....	5 fl. ozs.
Water .....	5 fl. ozs.
Whites of egg .... as many as desired.	

The whites of egg (about two) are thoroughly beaten up previous to being mixed with the water and water of ammonia; the remaining ingredients are added in their order and the whole stirred briskly.

White Castile soap, in shavings ..	2 ozs.
Ammonia water .....	2 fl. ozs.
Bay rum or cologne water ....	1 fl. oz.
Glycerin .....	1 fl. oz.
Water .....	12 fl. ozs.

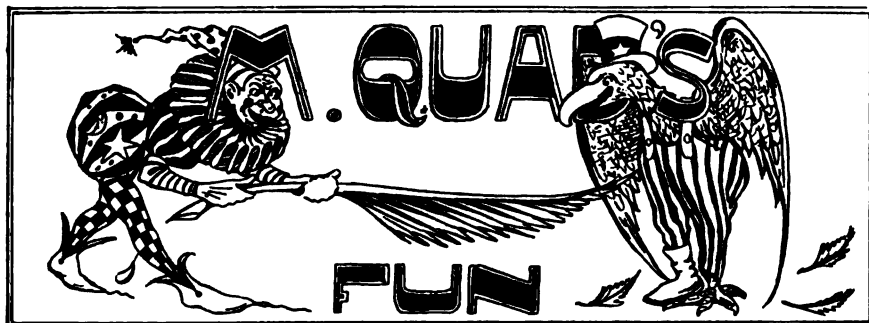
Dissolve the soap in the water by means of heat; when nearly cold, stir in the other ingredients.

Borax .....	2 ozs.
Glycerin .....	1 fl. oz.
Rum .....	10 fl. oz.
Bay rum .....	10 fl. ozs.
Whites of egg .....	2

Incorporate the borax in fine powder with the glycerin and add the bay rum and rum gradually and with constant stirring to the mixture. The previous well-beaten white of egg is added lastly, and the whole stirred thoroughly until an even mixture results.

Castile soap, white .....	4 av. ozs.
Potassium carbonate .....	1 av. oz.
Water .....	6 fl. ozs.
Glycerin .....	2 fl. ozs.
Oil of Lavender flowers .....	5 dps.
Oil of Bergamot .....	10 dps.

To the water, add the soap, in shavings, and the potassium carbonate, and heat on a water-bath until thoroughly softened; add the glycerin and oils. If necessary to reduce to proper consistency, more water may be added.



## DRUG-STORE CHARITY.

By M. QUAD.

Mr. Bowser had visited the corner drug store the other evening for a cake of shaving-soap, and had not yet made his purchase when a woman entered and pathetically informed the druggist that "her boy Tom" had such a lame back that he could hardly turn over in bed. It was a struggle with poverty with her, and would the druggist be so kind and charitable as to give her a little whisky or brandy in a bottle she took from under her shawl? It was to rub Tom's back with, and as she left home Tom called to her:

"Mother darling, just go to the first drug store you come to and tell 'em how it is. He'll be a Christian man, the druggist will, and he'll fill the bottle to the neck and put in a new cork for you."

There was a sob in her throat as the woman reached the bottle towards the druggist with one hand and wiped her nose with the other. Mr. Bowser's heart was touched. Not so with the druggist, however. Without looking her way at all, he quietly replied:

"Rub salt and water on Tommy's back, and he'll soon be out. Your story is too gauzy for this shop."

"If you'll only fill it half full, sir, I'll try and make it do," entreated the woman.

"Not any for Tommy, nor his mother, either. I told you the other day not to come in here any more."

Tears began to run down the woman's cheeks as she turned away, and Mr. Bowser could control himself no longer.

"I wouldn't have believed you so heartless," he said to the druggist. "Here is a woman so old and poor that she can hardly get about, and yet you haven't the least pity for her."

"Perhaps you don't know where the whisky would go to if I filled her bottle," smiled the druggist.

"It would be used on the back of that suffering son, of course. If you've got eyes in your head you can see that the woman doesn't drink."

"Of course not—never a drop, sir," she muttered.

"If you knew the number of people who come in here every day—" began

the druggist in explanation, but Mr. Bowser slapped a quarter down on the counter and interrupted with:

"Fill the bottle for her. I'm not a soft-hearted man, but I can tell the difference between a poor old woman and a dead-beat. Why, sir, I couldn't have slept to-night, knowing that her poor boy was anxious to get well and go to work again!"

"Bless you, sir—bless you!" fervently whispered the old woman as she received the bottle back; and then stepping closer, she added:

"Come out doors for a minute whilst I speak a word with ye."

Mr. Bowser followed her out and around the corner, and she halted and handed out the bottle and said:

"You may have the first drink, sir, and I'm sorry you paid for it."

"W—what do you mean?" asked Mr. Bowser.

"Why, he'd have given me two drinks to get rid of me, or I could have cried half a bottle out of some other drug store. Never pay for your whisky, sir, when you can get it for nothing!"

"And your son Tommy?"

"All in me eye, sir; but it's a good story for a drink. Lift the bottle, darling, and let the contents warm up your cold feet."

Mr. Bowser backed off and looked at her in disgust for a moment, and then turned on his heel to re-enter the drug store. He had reached the door, and was wondering how he could make it all right with the druggist, when a man came out holding his hand to his jaw and groaning.

"Now may the Lord take me away this blessed night, for death will be a relief to me!"

"What's the matter with you?" asked Mr. Bowser.

"Toothache, sir—the jumpinest of the jumping sort of toothaches, and the cold-hearted man in there won't even pour a drop of laudanum into the hollow! I'm praying that I may fall down and die!"

"He wouldn't do anything for you, eh?"

"Not a thing except to tell me to get out. Is it any wonder that the poor feel like destroying the rich?"

"No, it isn't," answered Mr. Bowser. "Here—take this dime and go somewhere else and get a remedy. The druggist ought to be ashamed of himself."

The toothache man was calling down blessings when Mr. Bowser entered the store to free his mind, but before he could open his mouth a man followed him in—a man who was shaking with a chill and clicking his teeth together, but who managed to say:

"It was a street car that knocked me clear across the street and shattered my nerves, and if I don't get something to

soothe me I shall be a dead man in an hour!"

"Chew a cork for a change!" replied the druggist, as he looked up.

"You take this," said Mr. Bowser, as he produced a quarter and extended it, "and go to some drug store kept by a human being and get a remedy. My eyes have been opened this evening. If any man had told me that there was a druggist in New York who'd refuse to relieve suffering humanity at the cost of a cent or two, I wouldn't have believed it."

"Is that for me?" asked the druggist.

"It is, sir! I took you for a man with some heart about you, and how you can witness the sufferings of your fellow-man in the cold, cruel way you do, knocks me out. Why, sir—"

"You bought whisky for the old woman," interrupted the druggist, "the old woman who has lied and wept me out of half a gallon—and she offered you a drink from the bottle. I saw her from the window. The toothache man has come around here about forty times with the same tooth aching. This man with the chill has had about a quart of brandy here this winter free gratis. This must be about the thirtieth time he's been hit by a street car."

"But, sir—"

"And if you'll only stop here half an hour longer the woman with a consumptive cough—the boy with the dying father—the father with a dying girl—the man who has lost his hearing—the whole gang will come in and tell their tales of woe. As for the toothache man and the man with a chill, please step across the street to the saloon with me."

"But I tell you, sir—I tell you," began Mr. Bowser, but the druggist walked him across the street and up to the saloon window and pointed in. The two "victims" were facing each other with grins on their faces, and had just touched glasses, and their words were plain as one said:

"This is the stuff for the toothache, Tommy, and may we strike a soft snap every evening!"

"And here's what cures the chills," laughed the other, "and I'm going down to work the old duffer's cook for a square meal!"

Mr. Bowser backed off and started down the street. The druggist called to him, but he never turned his head. As the darkness was about to swallow him up he was reminded of his shaving-soap, and asked if he didn't want to make a cash gift to the man whose liver had changed sides, owing to a fall, but he continued on and on, and his footsteps were finally heard no more.

## His Wife Was an M.D.

My wife went to college to be an M.D., and when she'd become one she came back to me. And, of course, while the subject was strongest upon her, she "diagnosed" me—and I guess I'm a goner.

She said that she "feared I had endocarditis, With traces of neuro-dichrotic cystitis; There were osseous abnormal sphenoidal dimensions,

With ecchymosed hypno-nephritic retentions."

She said I had "anchylosed, neurosed gastritis, Hepatic stagnation, acute meningitis, Meningeal hemorrhage, clearly pre-natal, Locomotor ataxia, lingering, but fatal."

She said I "inclined toward brain aberration, When cardiac murmurs disturbed circulation." Then added, in time "she would be more explicit."

But I said "Nit, old girl; this is quantum sufficit!"—*Daily Lancet.*



## ADVERTISING AID.

## HOW, WHEN AND WHERE TO ADVERTISE.

Practical Hints and Suggestions. Construction and Criticism of Advertisements.

IN CHARGE OF ULYSSES G. MANNING.

The department editor will be pleased to criticize any advertisements submitted and to suggest improvements. Questions answered and advice given. Our readers are cordially invited to avail themselves of this help.

## A PRIZE FOR ADS.

**B**EGINNING with the issue of January 10th, the AMERICAN DRUGGIST will award a semi-monthly prize of \$1 for the best retail druggist's advertisement submitted to this department. All ads. must have been used, and their character must be such as to permit of reproduction in these columns. Newspaper ads. are best for this purpose, though small circulars and booklets can be used by reproducing them in miniature.

It is hoped that the little prize offered will stimulate some competition among the readers of the department. The award will be a bit of tangible evidence of the excellence of the competitor's work. All ads. sent in, whether submitted in competition or not, will receive comment and criticism the same as in the past. Nothing but good can come of free and candid discussion of these matters, and it is probable that the competition inaugurated will bring out many new and valuable points. The editor of the department will see to it that all ads. submitted shall have fair and careful consideration. They will be passed on by two or more competent critics.

Those sending ads. must not look for a report on them in the next issue of the journal. Copy for this department must be prepared some time in advance of the date of issue, and usually about one month must

elapse before comment on ads. submitted can appear.

## Criticism and Comment.

Marysville Tribune.

Established 1848.

Marysville, O., Nov. 27, 1897.

Editors of *Printers' Ink*:

Dear Sir:—How does the inclosed suit the occasion? I had this printed on postal cards and mailed to every merchant in the town. Actual cost, one dollar (for the cards). Within an hour after mailing received an order for three inches, four weeks, amounting to three times the cost of the cards. Yours truly,

JOHN H. SHEARER.

The last number of *Printers' Ink* contained the above letter and a reproduction of the matter appearing on the card sent in by Mr. Shearer.

Our interest in the communication is due to the fact that the editor's piece of effective advertising was constructed from detached sentences lifted bodily from the article on Christmas advertising in this department of the issue of November 25, and headed: "Business Hints on Christmas Advertising."

Evidently the value of this "Journal of Inspiration" is recognized outside of drug circles. Here is an editor who apparently borrows a copy as soon as an issue appears, and turns its suggestions into dollars with lightning speed. I suggest that the manager of our subscription department get after him.

A recent issue of the Columbus (Ind.) *Star* contains the following reference to a window display made by Ernst Stahlhuth & Co. The arrangement can be easily duplicated by any druggist:

A novel but simple arrangement in Stahlhuth's drug store window attracts considerable attention. The background is filled in with hundreds of boxes of wood toothpicks bearing cards stating the price to be two cents per box. In the foreground thousands of loose toothpicks are scattered around a wooden block which holds the toothpick machinery, an old hatchet and axe, bearing a card asking: "Why chop your own toothpicks when we can sell you 2,500 for two cents?"

The Walker-Rintels Drug Co., Boston, send in an attractive pamphlet consisting of eight pages and cover. The paper is light green and of an excellent quality.

The cover is green "Defender" (the crinkly paper that looks like and which probably is much the same as Fiber Chamois). Red and green ink is used. The pamphlet bears the title "New Drug Store" and is filled with cut prices and a number of talks, which could be improved by some changes in the phraseology, but in the main are first-class. I am confident that the booklet brought results.

Wayne, Mich.

Editor Business Hints:

Sir: I enclose leaflet for holiday advertising. I furnished the copy; the printer did the rest. The paper is not as heavy as I meant to have. Comment for or against it will be appreciated.

OWEN RAYMO.

This is a little four-page folder, envelope size. It is printed on two-color enamelled stock and is very neatly designed. The first page bears a half-tone cut of a pretty child and this title:

### Holiday Happiness and how to find it.

On the second page a little talk on the advantages that the advertiser's stock will afford to careful buyers, ending with this sentence: "You never save money on the price and lose it in the article at our store." "Quality" would have expressed the meaning better than "article."

The third page suggests lines of desirable gifts and quotes the range of prices. The last page bears a little talk on the advisability of seeing the advertiser's goods and making a comparison of prices. This is a very good little circular, indeed.

Boston, Mass.

Editor Business Hints:

Sir—Kindly submit your criticism on enclosed circular. We place one of these in every package sent out from either of our stores.

F. M. GARDNER.

This is a small single sheet circular printed on one side only. It starts with a little talk on the money-saving prices quoted by this firm. A short list of patents and standard goods follows, and the circular ends with a few paragraphs in regard to filling prescriptions, delivering goods, etc. The matter in the circular is all right and the plan of enclosing a circular in every package that goes out is one that should be followed by every advertising druggist. This circular looks a little commonplace, however, and it will pay to improve the appearance of it. This amount of matter would make a nice little four-page folder. If it were gotten up in that form it would be far more attractive and would stand a better chance of securing a reading. A tinted paper with ink of similar, but slightly darker tint, makes a neat combination for a job of this sort.

### "Money Back."

Money back is just another way for a merchant to say that he thinks his goods are the best there are for the money. It is a stronger way of saying it—the strongest way. I think if you should ask any dealer who has persistently advertised money back, without question, whether the claim is a just one or not, you would be surprised to learn how few people ever came back for their money.—Charles F. Jones, in *Printers' Ink*.

## How They Say It

The Windermere Pharmacy on Massachusetts avenue, Boston, announces "Hot Ginger Cordial."

J. T. Whitney, Hanover and Union streets, Boston, says of "Sears' Improved Insect Powder," which he sells "in boxes only:"

### SURE DEATH

TO FLIES,  
TO ROACHES,  
TO BED-BUGS.

W. B. Hunt & Co., 707 Washington street, Boston, advertise "Hunt's Emulsion" like this: "50 per cent cod-liver oil, fresh every week; tasteless."

Wm. R. Greene & Co., Westminster street, Providence, R. I., say:

### OUR SODA

we make with pure spring water. We are sole agents for Saratoga Vichy Spring Water on draft.

George Burwell, 176 Boylston street, Boston, says of his cold cream: "Burwell's Perfection Cold Cream. Acknowledged by leading actresses the finest in the world. In glass jars, 50c. and \$1.50; family size, \$2.50."

J. J. Howe, Tremont and Cabot streets, Boston, has the following to say on the subject of disinfectants: "Disinfectants for foul odors in sinks, drains, closets, etc., 25c."

## Advertising Snap Shots.

Advertising that is prominent because of its superiority is the kind that pays.

Many a good business man is wrongly judged because of poor advertising.

It's to your own interest to use well written ads.

There's only one kind of advertising that is cheap in the end—that's the good kind.

Your advertising should be business news. The public dislikes stale news. Change your advertisements often.

An advertisement is an invitation to the public. You wish people to attend your sales. Make your invitations correct.

A poor advertisement in a good space often causes the loss of the whole amount invested. A good advertisement placed in the same space often results in a paying investment.

Merchants, as a rule, do not give enough time to their advertising. They have many other matters that require their attention. Advertising often receives less time and study than any other part of a merchant's work. This often results in unprofitable publicity.

Many merchants charge their advertising bills to the expense account. This is not right. Advertising should be charged to the merchandise account, or else there should be an advertising account. Good advertising is not expense, it's a paying investment. If your advertising has to be charged to "expense" there's something wrong.

Don't advertise anything that you have not in stock.

Don't make statements in your advertisements which cannot be carried out in the store.

A discourteous clerk is a bad advertisement. So is a dirty or poorly lighted store.

Make your patrons feel at home.

From small courtesies shown to customers grow great words of praise.

The tongue of a well pleased patron is always a good advertising medium.

Endeavor always to keep in stock that which your trade demands, not that which is most pleasing to yourself.

You may mean entirely well when you reply in a curt manner to a customer, but the patron may interpret you in an entirely different light. Curt replies are boomerangs. They're bad advertising for any store.

Cheap goods which the buyer believes are bargains are poor advertisements. Give real bargains or stick to the standard grades at fair prices.—*Iron Age.*

## Shop Mottoes.

Our advice is never proffered unasked.

Our low prices do not mean poor quality.

We do not fear scrutiny or comparison.

We do our drumming by giving bargains.

The moderate pace we try to keep step with.

Make this store as familiar as your own house.

Bargains that will please you are on every shelf.

Our shelves refuse to hold what is out of date.

Answering questions is what we are here for.

Let your wish—not ours—prompt the purchase.

If you see an article here, you see a good article.

There are goods not in sight that may please you.

Any mistake you make in buying we gladly correct.

Years of study and experience are a part of our capital.

There are other good stores—but we won't be surpassed.

Come to-morrow to decide, if you're not sure to-day.

Why be in a hurry? You may have the whole day here.

We should not profit by selling you what you don't want.

We have all the time there is—take what you want of it.

If you are in doubt, don't decide to-day; come to-morrow.

Don't give us your money until you see your money's worth.

Nothing is too good for our store. Poor goods we refuse to buy.

Doing business, and trying to please you, is not "trouble."

The good merchant is judged by his sales—not by his sayings.

We can sell below cost sometimes—and below value at all times.

Orders through your servant, or otherwise, receive our special care.

We study to please the most fastidious. The store that doesn't is a failure.

The best persons make mistakes—and so do we; but we are ready to correct them.

We want to show goods as often as you ask for them. That is our greatest pleasure.—*Printers' Ink.*

## How They Do It

The Walker-Rintels Co., at their branch store, corner of Massachusetts avenue and Boylston street, Boston, are attracting attention to their window with an exhibit of extract of licorice. A sign in the window reads like this: "Pure Spanish extract licorice, 5c. a stick or 5c. a sack."

Some of Boston's dealers are trying the efficacy of theatre programme advertising. Paul C. Klein, Ph.G., 187 Tremont street, is one of these. He talks on lithia tablets as follows:

### USE

### Klein's Lithia Tablets.

Cure Rheumatism and Kidney Diseases. Far superior to Lithia Water bought in bottles, as each Tablet contains a fixed amount of Lithium Salts

PRICE, 25c. FOR 50 TABLETS.

The T. Metcalf Co., 39 Tremont street, is another concern testing this method. They make the following bid for public attention:

If you once buy  
to try,  
You will always try to buy  
METCALF'S  
WATER WHITE VANILLA.

Tremont street druggists haven't a monopoly of programme advertising, although the last specimen is the handiwork of Joseph L. Parker, corner of Tremont and Eliot streets. It follows:

### PARKER'S GOLD CREAM

2-30-2 Softens and Beautifies the Skin.

A few of the prominent professional ladies using it:

Julia Marlowe, Mme. Modjeska, Olga Nethersole, Maxine Elliot, Maud Adams, Mary Hampton, and hundreds of others.

Price - - - 10c., 25c., 50c.  
Professional size, 1 lb., - 75c.

E. F. Jaynes & Co., 877 Washington street, Boston, call attention to "Jaynes' Perfecto" by means of a piece of pasteboard so shaped and painted as to represent a partially burned cigar. On it the reader sees these words: "Heaps of comfort going up in smoke."

An attractive display in drug store windows is now being made by Scott & Bowne. It is the figure—almost life-size—of a fisherman with a large codfish over his back, the fac-simile of the gentleman who has so long served as a trademark for the cod-liver oil.

Otto Wicke conducted a successful canvass for membership in the city assembly of the Greater New York along business lines. He distributed during the campaign large numbers of cards on one side of which was an appeal for votes, while on the other was printed a portrait of the candidate above the following legend:

OTTO WICKE,  
Wholesale and Retail Druggist  
177 Central Ave., Cor. Hart St.  
1377-1379 Myrtle, Cor. Hamburg Aves. and  
457 Knickerbocker, Cor. Greene and  
Myrtle Aves.  
Telephone, 1337 Williamsburg.

The Pharmacy Board of Wisconsin recently prosecuted a grocer for selling oil of cloves, and obtained a conviction. The offender was fined \$50 and costs.



## Western Wholesalers in Secret Conference.

### REBATE PLAN DISCUSSED.

**No More 5 Per Cent Discounts—Effort to Shut Down on Department Stores Fails—No Hope of Resuscitating Box and Cartage Charges.**

CHICAGO, Dec. 18. RETAIL druggists here are not entirely pleased with the action of the wholesalers who held a meeting in Chicago, December 14th. All the wholesalers of the Mississippi Valley were represented, as well as local importers and jobbers and representatives from the Northwest. The session lasted all day and part of the evening, and resulted in the unanimous adoption of a resolution to uphold the rebate plan of handling proprietary articles of any sort.

Those at the meeting said that if this action, which is simply a gentlemen's agreement, does not result in coercing the houses that have crept into the trade under the cover of the rebate plan, the National Association of Wholesale Druggists will be asked to take a hand.

Daniel Myers, of Cleveland, acted as chairman, and J. E. Toms, of Kansas City, chairman of one of the national committees, was secretary.

The following firms were represented at the conference:

Fuller & Fuller, Humiston, Keeling & Co., Morrison, Plummer & Co., Lord, Owen & Co., Robert Stevenson & Co., Peter Van Schaack & Sons, Chicago; Barker & Wheeler, Colburn, Birks & Co., Peoria, Ill.; Hartz & Barhusen, Rock Island, Ill.; Indianapolis Drug Company, A. Kiefer Drug Company, Daniel Stewart & Co., Ward Brothers Drug Company, Indianapolis, Ind.; Charles Leich & Co., Evansville, Ind.; Churchill Drug Company, Burlington, Iowa; J. W. Edgerly, Ottumwa, Iowa; Harle, Hass & Co., Council Bluffs, Iowa; Hornick, Hess & More, Sioux City, Iowa; Des Moines Drug Company, Des Moines, Iowa; Olney & McDaid, Clinton, Iowa; George H. Schaefer & Co., Fort Madison, Iowa; W. H. Torbert, Dubuque, Iowa; McPike & Fox, Atchison, Kan.; C. E. Potts Drug Company, Wichita, Kan.; Neat-Richardson Drug Company, Arthur Peter & Co. and Robinson-Pettet Company, Louisville, Ky.; Lamar & Rankin Drug Company, Atlanta, Ga.; Finlay, Dicks & Co., New Orleans, La.; Farrand, Williams & Clark, Williams, Davis, Brooks & Co., Detroit; Hazeltine-Perkins Drug Company, Grand Rapids, Mich.; Lyman-Elieff Drug Company, Minneapolis, Minn.; Noyes Bros. & Cutler, St. Paul, Minn.; Sagar Drug Company, Duluth, Minn.; A. H. Coffee & Co., Carthage, Mo.; Evans-Smith Drug Company, Faxon, Horton & Gallagher, Kansas City, Mo.; C. D. Smith Drug Company, Van Natta-Lynds Drug Company, St. Joseph, Mo.; Hopkins-Weller Drug Company, J. S. Merrill Drug Company, Meyer Brothers Drug Company, Moffitt-West Drug Company, St. Louis, Mo.; E. E. Bruce & Co., Richardson Drug Company, Omaha, Neb.; Benton, Meyers & Co., Strong, Cobb & Co., Cleveland, Ohio; Hale, Justis & Co., Stein-Vogeler Drug Company, Lloyd Bros., Cincinnati, Ohio; Walding, Kinnan & Marvin Co., Toledo, Ohio; George A. Kelly Company, Pittsburg, Pa.; Berry, Demoville & Co., Spurlock-Neal Company, Nashville, Tenn.; Charles Baumbach & Co., F. Dohmer Company, Jerman, Pfueger & Kuehnsted Company, Milwaukee, Wis.; James McCord, T. H. Spence Drug Company, LaCrosse, Wis.

The sixty-three members in attendance spoke for every wholesaler from Pittsburg to the Missouri, and from Lake Superior to the Gulf. The retailers claim that the wholesalers are merely trying to secure a monopoly, and are trying to prevent retailers bunching their purchases in any manner to secure wholesale rates. The system of giving cash discounts is said to have been much abused, and the sub-

ject was freely discussed at the meeting. One and one-half per cent is given off for cash, but many of the jobbers are said to have given as high as 5 per cent. This practice, it is asserted, is to be stopped. Relations of the wholesalers and department stores were talked over, but little of a satisfactory nature was accomplished. Some of the big wholesale houses are said to be selling to department stores and there is a possibility of a vigorous protest in prospect, owing to the injury done to the retailers by the cutters. Although such heavy interests were represented, and notwithstanding that the meeting was announced to have been called for the benefit of the retailers, the proceedings have been guarded with remarkable success. The wholesalers did all their business in secret, behind closed doors, none but the elect being allowed to enter, and this fact, some assert, does not seem to look well when compared with the announced intention of working with the retailer for the latter's interest.

### Talking Box and Cartage in St. Louis.

ST. LOUIS, Dec. 18.—Mr. Faxon, of Kansas City, and several other leading Western jobbers, are in the city on their way home from the recent conference at Chicago. They have been talking box and cartage here, though it is strenuously maintained that this was not the topic discussed at the Chicago conference.

### DRUG TRADE ROBBERIES.

#### Chicago Fashions Find Favor in the East.

#### BOSTON AND NEW YORK BOTH HAVE SENSATIONAL ROBBERIES.

##### The Boston Hold-Up.

BOSTON, Dec. 20.—One of the most daring and brutal robberies ever perpetrated in this city took place recently at the store of Newell Paine, 1181 Tremont street. It occurred in the night after the store was closed. According to Mr. Paine's story, about 10.40 o'clock an unknown man called him up and asked for witch hazel. Some talk ensued about a container, and meanwhile the stranger stepped inside the door. He immediately grabbed Mr. Paine by the throat, exclaiming at the same time: "I'm a desperate man. Give me your money! Hand it over, quick!" He then rained blows with the butt end of a revolver or other blunt instrument upon Mr. Paine's head until the latter was insensible. Afterwards he dragged his victim a distance of twenty feet to the rear of the store, leaving a trail of blood behind. He then proceeded to rifle a trunk of

\$1,200, the savings of the owner. Mr. Paine rarely put money in the bank, but kept it in this trunk in plaster cans. The contents of this trunk were strewn about the rear room in the endeavor to find the money, and the store was also hastily examined for valuables. The robber then made his escape.

A policeman tried Mr. Paine's store door at 11 a. m., and finding it unlocked stepped inside. He immediately heard groans, and upon investigation, found Mr. Paine lying on the floor in the rear of the store in a pool of blood and with his face and head badly cut. A physician was called and bound up his wounds, Mr. Paine refusing to go to a hospital. After regaining consciousness he related the facts given above.

The police have endeavored without success to discover the assailant, but it is thought more than one had a hand in the affair. The description of the robber is very imperfect. It is thought that the store was watched, for Mr. Paine says that even his most intimate friend was not aware that he did not keep his money in a bank. Mr. Paine is well-known in the Roxbury district and has done business at the scene of the robbery for over a quarter of a century.

#### Clerk Held Up in a New York Drug Store—The Tall Man and the Short One Bob Up Again.

A tall man and a short one entered the drug store on the southwest corner of Madison and Pike streets last Sunday evening. The tall man drew a revolver on the clerk, Harry Davidson, who was behind the counter, and, putting the weapon against his face, said:

"Pass over the stuff," meaning the money in the cash drawer.

"Not on your life," said Davidson, as he dodged clear of the muzzle of the revolver, and hit the tall man on the nose with his left fist. The nose bled a little.

When the tall man grappled with Davidson, the short one went around the counter, stepping over the legs of the struggling men, and, going straight to the cash drawer, he smashed the drawer lock with a jimmy. Taking the drawer out, he grabbed at the money in sight. He was nervous, though, and let the drawer fall, and bills and silver went in every direction.

Goesz Bakst, the proprietor of the drug store, lives at 46 Pike street, and he heard the row while in his rooms. He came to the store and found his money scattered all over the floor behind the counter. The thieves had left \$30 in bills, silver and copper. They had thrown a check for \$50.75 away and had stolen about \$20.

### PHENACETIN SMUGGLERS.

#### Sequel to the Recent Seizure.

PROVIDENCE, R. I., Dec. 15.—The sequel to the large seizure of drugs recently made at Pawtucket, from the yacht Tomahawk, by the United States authorities, was seen here to-day. The drugs smuggled included 4,125 ounces of phenacetin, 307 of sulfonal and 117 of antipyrin, and the lot was sold at noon by the United States Marshal at auction.

Before the sale was opened Anthony Gref, of New York, counsel for Edward N. Dickerson, of the firm of Dickerson &

Brown, owners of the patent rights on these drugs, gave notice that whoever bought them he should sue for infringement.

There were a dozen local retail druggists who bought as a syndicate through one bidder.

The antipyrin brought 11½ cents, the phenacetin 13½, and the sulfonal 16½ cents an ounce.

The purchaser refused to tell Mr. Gref for whom he had made the bids, and invited him to find out as best he could.

This sale ends a somewhat sensational case and the young man who engineered the deal is out about \$3,500 on the drugs and \$10,000 on the yacht, for the insurance people refuse to pay him owing to the fact that he was violating the laws of the land, and because there is grave suspicion attaching to her loss.

## ENFORCING THE LAW IN OHIO.

### Troubles of the Food Commissioner.

CINCINNATI, Dec. 20.—During the past few days State Dairy and Food Commissioner Blackburn has had his troubles. His actions of late have aroused the wrath of druggists in all parts of the State. At the regular meeting of the Academy of Pharmacy a few days ago a motion was made to indorse the action of Commissioner Blackburn in enforcing the law preventing the sale of patent medicines containing cocaine and morphine. The indorsement was sought on account of the fact that the Retail Druggists' Association of Columbus at a recent meeting commended the efforts of Mr. Blackburn, and had requested the Cincinnati Academy of Pharmacy to take similar action. Many members were under the impression that the motion had been made as a matter of courtesy to the Capital City organization, and attached no special significance to it, so their surprise may be better imagined than described when, following its submission, a spirited discussion ensued, which was manifestly antagonistic to its adoption. Upon a vote being taken the motion failed to receive unanimous approval.

#### Commissioner Blackburn's Course to Be Endorsed.

In view of the intense heat displayed in the matter and the assertions made by the friends of the motion that it had been misunderstood, it was decided to call a special meeting to be held next Tuesday afternoon, in Room C, of the Odd Fellows' Temple, at which the matter will be reconsidered. A committee will be appointed in a few days to prepare a resolution indorsing the efforts of Commissioner Blackburn in enforcing the pure-food laws, but not commending him for any action he may take to enforce any particular law. It is thought that such a resolution may be adopted by a majority vote of the members of the Academy. The suggestion of Hon. John C. Otis that the Academy take under consideration proposed changes in the pharmacy and poison laws of Ohio and make its recommendations to him, will be acted on at this special meeting.

#### Deplores Press Criticism.

Commissioner Blackburn is leaving nothing undone to show that he is fully justified in the stand which he has taken

against proprietary remedies containing deleterious substances. On the afternoon of December 14th, Mr. Blackburn appeared before the Ohio Editorial Association, at Columbus, and delivered an address, in which he attempted to more clearly define the position which he has assumed in reference to proprietary medicines. Mr. Blackburn gave a number of horrible examples which had come under his observation of victims of the morphine, cocaine, opium and chloral habits, and tried to establish some relations between the origin of the terrible conditions of these people and their taking of certain proprietary medicines. He denied that he had a "strained" construction on the law or had been moved by malice, and deplored the fact that the prosecutions had been severely criticised by the press. He thought that all medicines containing dangerous drugs should have the fact clearly indicated on the label as a warning to the users. "I felt it imperative," said he, "that a start of some kind should be made, and in case the statute under which these cases were brought was not the proper thing, the Legislature, which meets in a few weeks, can enact any kind of a law to meet the circumstances that its wisdom may prescribe. I shall be entirely satisfied with any change that will meet the difficulty. I am firmly convinced that something ought to be done; just what that something is or should be is why I am here, for the purpose of counseling and considering the question."

#### For Pure Food.

While all this controversy is going on in reference to the policy of Mr. Blackburn, his agents in Cincinnati are busily engaged in efforts to prosecute alleged violators of the pure-food laws. Last Tuesday morning Assistant Commissioner Reymier appeared before Magistrate Winkler and swore out warrants for the arrest of three violators of the pure-food laws. W. W. Thomas, the wholesale grocer, was charged with selling adulterated mustard. The Virginia Seal Wild Cherry Wine Company is charged with selling cherry juice containing salicylic acid. Isaac Kauffman, of 52 East Pearl street, is charged with selling whisky below the standard.

#### Health Hints.

A few hints given by a contemporary are as follows: A bag of hot sand relieves neuralgia. Eat salt with nuts if you wish to avoid indigestion. Hot, strong lemonade, taken at bed-time, will break up a cold. A little soda water relieves sick headache when caused by indigestion. Hot, strong coffee removes the odor of onions from the breath. Tough meat is made tender by lying a few minutes in vinegar water. A cup of hot water taken before meals relieves nausea and dyspepsia.

#### Decision of Salicylic Acid in Food.

A Liverpool Justice has decided that the addition of 130 grains of salicylic acid to a gallon of raspberry wine does not constitute harmful adulteration. This decision is of very great importance, as the question is one which has long been a topic of discussion. The decision was rendered in a case brought against a local grocer by the public analyst.

## DRUGGISTS MAY SELL ALCOHOLIC MEDICINAL PREPARATIONS AND PAY NO TAX.

### The Ruling of the Commissioner of Internal Revenue.

Some interesting correspondence has passed recently between the Revenue Collector of Brooklyn and the Commissioner of Internal Revenue relative to the right of druggists to sell certain medicinal compounds without paying special tax as a liquor dealer. The subjoined letters explain themselves:

Treasury Department, Office of  
Commission of Internal Revenue,  
Washington, D. C., Dec. 6, 1897.

Frank R. Moore, Esq., Collector 1st District,  
Brooklyn, N. Y.

Sir: Mr. George Neuschaefer, a druggist at No. 4 Bedford avenue, Brooklyn, in a letter to this office, dated the 24th ultimo, asks whether a claim will be entertained for the return to him of special taxes which he has paid, as a retail liquor dealer, and which, from information recently received, he is led to believe have been paid by him under a misapprehension as to his liability.

He declares that, having been engaged in business for years as a druggist, he has "never sold liquors or alcohol as a beverage, but solely in the dispensing and preparation of prescriptions and medicines," and that he has "invariably questioned purchasers of alcohol as to the use they intended to put it to," and where he "suspected that it might be used as a beverage, has destroyed its use as such by the addition of ammonia or other nauseous liquid that would prevent its possible use as such."

It appears from this statement that he has sold distilled spirits whenever they have been called for, although he has never sold them for use as a beverage, nor sold them to those who desired them for such use. If so, the information which, he says, has been given to him, that he is "not legally or constructively a retail liquor dealer," is entirely unauthorized and erroneous. Under the Internal Revenue laws, a druggist cannot sell alcohol, brandy, whisky, wine, or any other alcoholic liquor not combined with any drug or other substance changing the character of the liquor, without subjecting himself to a special tax as a liquor dealer, even though he sell it for mechanical use, or on a doctor's prescription for medical use only. The long settled ruling on this point will be found set forth in Circular No. 340 (36 Int. Rev. Rec., 29). The sale of clear alcohol, even for use in lamps or for any other mechanical purpose, is a sale of distilled spirits, for which, by the express terms of the statute (Section 3244, R. S., and amendatory sections), the special tax of a liquor dealer is required to be paid.

Will you please inform Mr. Neuschaefer, who has to-day been referred to you. Respectfully yours,

G. W. WILSON,  
Acting Commissioner.

The ruling referred to in Commissioner Wilson's communication is as follows:

Treasury Department, Office of  
Internal Revenue, Washington, May 11, 1888.  
Hon. Henry W. Blair, U. S. S.

Sir: In reply to your verbal inquiry, I would say that under the provisions of Section 3246, R. S., amended, a druggist is permitted to keep spirits, and wines, and use them, in combination with drugs in the preparation of medicines that are not beverages, and to sell such medicines, without paying special tax as a liquor dealer under the internal revenue laws of the United States. But, under the uniform rulings of this office, and the decisions of the United States courts, he cannot, without subjecting himself to this special tax, sell spirits or wines that are not combined with drugs or materials of any kind taking these liquors out of the class of beverages, even when he sells the liquors on a physician's prescription and for medicinal use only.

Besides the medicinal compounds which a druggist is authorized to sell without paying special tax as a liquor dealer, although they contain alcoholic liquors, there are other compounds, containing spirits, which, while they are not medicines, are non-potable articles that do not come under the head of "distilled spirits, wines, or malt liquors," in contemplation of the internal revenue laws, and which therefore he is entitled to sell without paying special tax, e. g.: Toilet articles, such as cologne and bay rum; ether and alcohol for use in photography; benzine, or

ether, and alcohol for cleaning purposes; castor oil for toilet use; Florida water, violet water, etc., toilet articles made from alcohol; alcohol and camphor; alcohol and ammonia and whiting, a cleaning preparation; alcohol and shellac for painters.

Wyeth's Malt Extract, which is held out as a medicine, has been represented under oath, by the druggists who manufactured it, as containing the chemical principles, diastase, dextrine, maltose, in such strength as would produce nausea if it should be used as a beverage.

This and other like extracts of malt, held out as medicines and not as beverages, are to be regarded as medicines until the facts brought before this office by the Collector show that they belong in the class of malt liquors (beverages), referred to in Section 3339, R. S. Meanwhile druggists who sell them in good faith as medicines only, are not to be called upon to pay special tax as dealers in malt liquors on account of such sales.

As to the compounds called "bitters" and "tonics," etc., the rule is, that if they are composed of spirits in combination with drugs, herbs, roots, etc., and are held out as remedies for diseases stated in labels on the bottles, they are to be regarded as medicines until the facts ascertained as to the purpose for which they are usually sold or used show them to be beverages; and until such facts are obtained, druggists and merchants who sell these compounds in good faith as medicines only, are not required to pay special tax as retail liquor dealers on account of such sales.

Every person who sells them as beverages, either by the bottle or by the drink, or sells them knowingly to those who buy them for use as beverages, involve themselves to liability to criminal prosecution under the internal revenue laws unless he holds a special tax stamp as a liquor dealer covering such sales. (U. S. vs. Frederick Cota, 29, Int. Rev. Rec., 249; U. S. vs. Stafford, 30, Int. Rev. Rec., 247; U. S. vs. J. W. Biff, 33, id., 391). Respectfully yours,  
E. HENDERSON,  
Acting Commissioner.

While the foregoing will not perhaps be regarded as news by many of our older subscribers, we have considered it advisable to print the correspondence, as many of the younger members of the craft in this vicinity are unaware of their privileges in the premises.

### Atlanta Druggists Oppose a New Liquor Law.

The retail druggists of Atlanta, Ga., or at least some of them, are greatly dissatisfied with the new liquor ordinance. In speaking of the matter this morning, J. D. Allen, of the firm of Brown & Allen, said:

"We have been to a slight extent misquoted in the interviews which have appeared on the druggists' liquor tax, and it is our desire to show our position in the matter. The druggists of Atlanta are already very heavily taxed. We pay seven different licenses to do a general drug business, four of which are paid to the city, hence we object to the raise of the city liquor tax from \$50 to \$500.

"From time immemorial, whisky has been closely identified with medicine, it is recognized by and laid down in our United States Pharmacopoeia, and whether or not all druggists comply with the law by taking out city and county licenses, nearly every one of them keeps whisky, either in large or small quantities.

"The amount of liquor sold by us does not constitute the one-twentieth part of our business, and we are willing to see, and will be glad to see an ordinance introduced prohibiting all drug stores from selling liquor, but we fail to see the justice of an ordinance that exacts the 'building of a room open to public view from the street' in drug stores having only one entrance and narrow space. This part of the ordinance is designed as a 'knock-out blow' to any druggist who could manage to pay the increased tax."

## COLD COMFORT FOR HOSPITAL STEWARDS.

### Apothecaries in the National Guard Counseled to Give Up Their Agitation for Superior Recognition.

#### MEDICAL DEPARTMENT FROWNS UPON THE MOVEMENT.

**Intimated that National Guardsmen Are Being Used to Pull Chestnuts Out of the Fire for the Regular Army—Medical Department of the National Guard Strongly Set Against the Movement—Some Wholesome Advice for the Members.**

The regular quarterly meeting of the Association of Military and Naval Apothecaries of the State Forces was held on December 12th, at the Sixty-ninth Regiment Armory. President Thomas W. Linton, Hospital Steward of the Seventh Regiment, occupied the chair, and Sergeant Thomas M. Davies, Hospital Steward of the Eighth Regiment, recorded the proceedings. The attendance of members was small, a fact to be regretted in view of the important matters which came up for discussion. A medical officer, who was at one time assistant Surgeon General of the State troops, and who was inspector of the Hospital Corps during the summer encampment, was present by special invitation of the president. The attitude of the Medical Department of the National Guard toward the movement to aid the hospital stewards and apothecaries in the United States service was indicated very clearly in the address which this officer made to the association. His tone from the outset was one of mingled censure and admonition. He warned the members not to allow themselves "to be used as a cat paw for the regular army," and counseled them in addition not to let their ambition be confused with discontent. His remarks were listened to with the closest attention, and with one or two exceptions, the hospital stewards took their chiding with all the evidences of humility and submission required of soldiers in the presence of their superior officer.

The meeting was called to order in one of the company rooms in the Armory by President Linton at 9.30 p. m. After the transaction of some routine business, which included a verbal report by Sergeant E. J. Sultan, of the Sixty-ninth Regiment, in behalf of the committee appointed at a previous meeting to prepare notes regarding the work of the association for the benefit of their visitor, the chairman introduced the officer to the members. Sergeant Linton first, however, recited the history of the organization, and stated its objects, which were to "unite the hospital stewards and apothecaries of the State forces in a general effort to improve their condition in the service, and by concentrated action to aid the hospital stewards and apothecaries of the United States service in their efforts to obtain proper rank and recognition." This, Sergeant Linton explained, was not all the association existed for. The organization had a social side. The members desired to get better acquainted with the rest of

the hospital stewards in the service, many of whom were unfamiliar with the duties allotted to them, and it would be one of the aims of the association to discuss ways and means of bettering their present condition.

In rising to address the gathering, the medical officer, whose name is withheld at his request, expressed his regret at the slim attendance, as he wished all of the members to know his sentiments. "I want you to know in the first place," said he, "that I am your friend and comrade. As a friend, I shall advise you in a friendly way. I am not here in an official capacity; I do not represent the Surgeon General; I can only advise you." Then he commenced to gently lecture them. He said their case was analogous to that of the schoolboy who tried to plant his foot high on the ladder of educational attainments without at first having mastered the rudiments in the lower stages. "Do not let laudable ambition be confused with discontent. You have a much better position than has the hospital steward and apothecary in the regular army and navy. I object for my part to permitting the National Guard to be used as a cat paw for the regular army or navy. The hospital steward of the National Guard is the equal socially of his officers. There is a mistaken impression that the hospital steward of the army is a scientific gentleman who passes most of his time in compounding prescriptions. Now, that only constitutes about 1 per cent of his duties. He is, above all, first sergeant, and must be able to control and direct men."

He then contrasted the conduct of the Association of Military Surgeons, of which he is a member, with that of the association he was addressing, and he pointed out that in the seven years' existence of the former association no question of legislation had ever been brought up. The military surgeons occupied themselves with matters relating to the progress of military surgery; to transportation of the wounded on the battle field, the management of hospitals, etc. He advised the Association of Hospital Stewards to turn their attention away from the subject of the rank and pay of the hospital steward in the regular army and devote their attention to matters more nearly connected with their duties in the National Guard. He suggested the reading of papers on the compounding of prescriptions, first aid to the wounded, etc. He considered it would be useless to legislate at once for increased rank or pay.

He brought his remarks to a close by paying a high compliment to Chairman Linton, the hospital steward of the Seventh Regiment. Commenting on his long service and efficiency, he said: "I consider Steward Linton an excellent type of the hospital steward. He has been twenty years in the National Guard and has the respect of his colonel. No question is ever raised in the Seventh Regiment about the social equality of the steward and the officers." The speaker contended that no comparison could be instituted between the hospital steward of the regular army and the National Guard. "Stop your efforts at legislation," he said. "Let the army and navy fight their own battles for awhile. When your association meets let your president suggest some topic pertaining to your duties for discussion. Then your association will command a greater influence than is possible through politicians."

A general discussion followed, which was participated in by the chairman and many of the members. Sergeant Linton admitted the truth of the officer's observation relating to the different conditions which prevailed in the Federal service and the National Guard, "but," he asked, "in the event of the National Guard being ordered out on active duty, would not the militia stewards be placed on the same footing as the hospital stewards in the army?" The officer said that it was not to be supposed that the hospital steward went to the front to seek social recognition. As to this, the majority of the hospital stewards in the army do not want social recognition, many of them, in fact, resenting the advances of their officers in this direction. He considered that the members of the association misunderstood the conditions prevailing in army life.

Sergeant E. J. Sultan made an eloquent and forceful speech in support of the aims and objects of the association. He pointed out the fact that advancement or promotion in the army was denied to the hospital steward. No encouragement was offered educated pharmacists to enter the hospital corps of the army, and this is the reason, he said, why military pharmacists were of such inferior education. The discussion became general at this point, Messrs. Douden, Marsland, Paddock and Davies each having an inning. Chairman Linton said that if war broke out, the hospital stewards of the National Guard would give up their positions and enter the ranks in preference to accepting the conditions imposed upon them by the present army regulations. He added that the question of rank was not the only thing considered by the association, they also had in view the improvement of the service. This brought a sharp rejoinder from the officer, who told him plainly that the association would not be a useful service to the National Guard. "You are antagonizing the medical officers, and if you continue are likely to prove a detriment to the service." Sergeant Sultan asked how the movement could possibly hurt the Guard, and the officer replied quietly, "Well, you are a soldier and ought to know that." The medical officer took the ground that the army men were trying to drag the National Guard into a conflict and he was opposed to any such proceeding. It was long past midnight before the meeting adjourned. The hospital stewards present were: T. W. Linton, 7th Reg't; T. M. Davis, 8th Reg't; E. J. Sultan, 69th Reg't; A. E. Marsland, and C. O. Douden, of the 47th Reg't; Walter Tihner and R. B. Paddock, of the 14th.

### The Affairs of Snell, Heitshu & Woodward.

The bank which is the principal creditor of the Snell, Heitshu & Woodward Co. have decided not to appeal from the decision of the court, which decision requires that they shall apply moneys collected from collaterals to the payment of their claim, and only receive a dividend on the balance. The bank claimed a right to receive a dividend on the whole amount of their claim without deducting the amount they collected from collaterals. The committee's attorney, Mr. Holman, successfully resisted the bank's claim.

### Detroit Drug Firms to Consolidate.

DETROIT, Dec. 18.—Detroit has three big wholesale drug houses, and about a year ago there was a scheme on foot to pool or consolidate, but for some reason it fell through. Now the plan has been revived as far as two of them are concerned. Lawyers are drawing up papers for the consolidation of Williams, Davis, Brooks & Co. and T. H. Hinchman, Sons & Co. According to James E. Davis it is simply a move to cut down expenses. The details of the consolidation are not yet fully arranged, but a rumor that Mr. Williams, of the first mentioned firm, will retire, is emphatically denied. The two firms have already begun exchanging orders, and the proposed consolidation is a matter of common gossip among the trade.

The present firm of Williams, Davis, Brooks & Co. is an offshoot of the old firm of Farrand, Williams & Co., James E. Davis afterwards coming into it. The firm is now made up of Wm. C. Williams, James E. Davis, estate of Alanson Sheley and Alanson S. Brooks. Those in the firm of T. Hinchman, Sons & Co., are John M. and Charles C. Hinchman, estate of T. H. Hinchman, Harry G. Baker and Charles M. Smith. How the two firms will amalgamate remains to be settled.

### Pharmacy Law for Maryland.

Among the measures which the General Assembly of Maryland will be asked to consider during the next session, according to a local newspaper, will be a bill to regulate the practice of pharmacy in the counties. The City of Baltimore already possesses such a statute, but all attempts to secure an extension of its provisions to the rest of the State have hitherto failed. Druggists interested in the matter feel confident, however, that they will be more successful this time.

Leading members of the profession have worked hard for weeks past to create sentiment upon the subject. Many persons who might have been able to render assistance labored under the impression that the movement was designed to impose invidious limitations upon a certain branch of commerce. This idea, it has been the endeavor of the druggists to combat. They are intent on demonstrating that the primary purpose of drug law is to protect the public against incompetency. Viewed in this light, legislators owe it to their respective constituencies to vote for such a measure.

A draft which received the endorsement of the Maryland Pharmaceutical Association Committee on Legislation, at a meeting last week, provides that only persons who have passed a satisfactory examination before a board composed of qualified druggists shall be permitted to dispense medicines. Drugs and pharmaceutical preparations in original packages, and bearing the label of some responsible chemist to show that they are of the required strength, may be sold at any store by anyone. Sales of poisons are to be recorded in a special book. The bill cannot, of course, be made retroactive, so that all who are now engaged in the business need have no fear that they will be interfered with. It is intended merely to close Maryland as a field of operations for men who have failed to obtain a degree from some reputable college, and who locate in the State to the detriment

of established pharmacists and the general public.

The bill, as drawn, appears to be entirely free from objectionable features. A measure of its kind is badly needed, as is one to prohibit adulterations of drugs and articles of food. These subjects should receive more attention at Annapolis than has hitherto been given them.

### E. H. Sargent's Store Burned Out.

CHICAGO, Dec. 20.—The store of E. H. Sargent, one of the veteran druggists of Chicago, has been burned out, entailing a loss of \$20,000. The fire took place Sunday, December 12th, about noon. The cause is unknown, but is variously ascribed to poorly insulated electric wires, over-heated steam pipes and to spontaneous combustion of chemicals, the latter being the theory of Chief Swenic, of the fire department. The fire was in a six-story building, extending from 106 to 112 Wabash avenue. It had much material and raged for five hours, many tenants losing property, but none being hit as hard as Mr. Sargent. The fire, though not large, was remarkably stubborn, and the firemen were in constant dread of an explosion. For two hours the firemen stood in water to their waists in the basement, their danger being great, owing to the fact that the gas-pipes were broken and threatening the men with asphyxiation. An immense Sunday crowd witnessed the battle between the department and the flames, some of the people paying for a ride on the elevated line in order that they might stand on the structure and watch the blaze. The fire originated in the basement of E. H. Sargent & Co.'s store, and it was here that most of the damage was done. Business was light in the store Sunday, and three clerks were standing about in the front of the store when the telephone bell rang, and two of them started back to answer the call. They were greeted with an outburst of flames from the cellar stairway. It was afterward found that the telephone had acted as an automatic fire alarm, a connection having been melted by the heat and the line grounded. At this time the entire basement appeared to be in flames. The stock of E. H. Sargent & Co. was valued at \$50,000 and consisted of physicians', surgeons' and assayists' supplies. The fixtures were worth \$7,500. The concern was one of the oldest in the city, having been established in 1852. For many years the store was on State street, near Madison. The insurance, amounting to \$45,000, was distributed among ten companies. Thomas P. Smith, secretary and treasurer of the company, said soon after the fire that there was a big consignment of goods on the road, and that the company would resume business at once at another stand. The prescriptions were saved and are being filled at the store of Gross & Delbridge.

### A Unique Club.

Out in Butte, Mont., they have a Tartarilithine club. The membership is composed entirely of persons suffering from rheumatism and gout. They meet once a day at D'Acheul's drug store for the mid-day dose. The members have individual bottles of tartarilithine, just as they have individual shaving-mugs at the barber shops.



## Columbia's Chemical Institute.

### HAVEMEYER HALL, WHERE THE SOCIETY OF CHEMICAL INDUSTRY MET UNDER PROFESSOR CHANDLER.

#### A Great Building for the Teaching of Chemistry.

##### Wonderful New Appliances.

THOSE members of the Society of Chemical Industry who braved the perils of travel in unknown parts and made the journey to Columbia University on Friday evening, December 17th, to attend a regular meeting of the New York Section, felt amply repaid for the hardships they experienced. In the official announcements of the meeting the members were directed to take the Sixth Avenue Elevated to 104th street, then to walk one block to Amsterdam avenue, or two blocks to the Boulevard, and then proceed by horse-car to 116th street. It is difficult to determine whether these directions were wholly responsible for the lateness of the hour at which some members trailed in, but the fact remains that many were late and considerable confusion seemed to prevail regarded the best means of reaching the University building. It was fortunate for the reporter of this journal that he forgot the directions, for, without giving a thought to the matter, he went as far as 116th street "L" station, and, alighting, walked direct west to Morningside Heights and the University. The troubles of the members did not cease with their arrival at the building. The official stenographer, for example, wandered for two hours through the main building of the University in his search for Havemeyer Hall. He was a very much disgusted man when he finally reached the object of his search, and learned that the meeting had proceeded without his very necessary aid.

##### The Atomic Weights of Nickel and Cobalt.

The paper of the evening on "Recent Investigations of the Atomic Weights of Nickel and Cobalt" was presented by Allerton S. Cushman. The paper showed evidences of close scientific research, and must be regarded as a most valuable contribution to the literature of chemical science. The apparatus used by Mr. Cushman for the drying of hygroscopic chemicals was illustrated by means of blackboard sketches and attracted considerable attention on account of the extreme ingenuity displayed in its construction. While Mr. Cushman's researches are not yet complete, sufficient has been done to place the atomic weights of the respective elements at 58.7 for nickel and 58.9 for cobalt. The calculations were based on oxygen at 16 and not from the basis of hydrogen as 1. While the paper was lengthy and exceedingly technical in its details, its reading compelled the closest attention, and Mr. Cushman received an ovation as he took his seat.

##### Dr. Schieffelin Relates an Incident.

The chairman testified to the valuable

character of the paper, stating that it dealt with the very fundamentals of the science of chemistry. He invited discussion, but none of the members could add anything to the author's conclusions.

Mr. Cushman had alluded in his paper to Professor Kreuss's announcement of the discovery of a new element in nickel and cobalt, and Dr. Schieffelin referred to an incident connected with Kreuss's work in the examination of nickel and cobalt some ten years ago. Kreuss was very much respected in Munich, Dr. Schieffelin said, and he had charge of the department on the floor above that occupied by Professor Bayer. (Dr. Schieffelin worked in Professor Bayer's laboratory during the winter of 1888-89.) Professor Bayer was a member of the Munich Chemical Society, to which they all belonged, and of which at that time Bayer was president. When a paper was announced by Kreuss on the new element in nickel and cobalt, there was great excitement, and the room in which the society met was crowded from ceiling to floor, many being unable to obtain seats. The excitement was tremendous, and when Kreuss arose—he was a very tall, dignified man—and produced some tiny specimens which could scarcely be seen, much disappointment ensued. As he read his paper and enlarged upon the methods used in the process to which Mr. Cushman had referred, a distinct frost came over the assembly. His friends said: "Yes, wait, wait; he'll show you more of it," but nothing more was ever heard of it, and it was a matter of very grave doubt whether this element exists. Dr. Schieffelin said he thought this reception of his paper and alleged discovery had a great deal to do with the death of Professor Kreuss.

##### The Development of Chemical Teaching in Columbia.

Professor Chandler introduced his address by expressing the pleasure which it afforded the chemical staff of Columbia to have the members of the Society of Chemical Industry meet and enjoy with them this new chemical establishment. He then proceeded to speak of the growth and development of the School of Mines. The first chemical laboratory, he said, was started by Professor Joy in 1857, who placed in his private laboratory a half dozen tables and invited such members of the Senior Class as cared to experiment in chemistry to come and occupy those places. That, Professor Chandler said, was the first experimental chemical laboratory Columbia College had, and even at that time it was crowded. There were then about 100 students in Columbia College.

Nothing further was done in the way of developing scientific instruction in Columbia College until Thomas Eggleston, Jr., a graduate of Yale, returned

from Paris, where he had pursued his studies at the Ecole des Mines, and about the year 1863 it occurred to him that it would be eminently proper to establish a School of Mines in New York city. He applied to Peter Cooper, with the hope of attaching a school of mines to the Cooper Institute, but the final conclusion arrived at by Mr. Cooper and his associates in that institution was that such a school would be foreign to the intention and the scope of the Cooper Institute. The idea of the Cooper Institute is to furnish a moderate amount of education to a very large number of men—particularly men who are engaged in other occupations and can only devote their evenings to the work, while the school of mines was to be of an opposite character, and proposed to give a great deal of education to a small number of men and create thorough technical experts in mining engineering and metallurgy.

Finally Professor—or Thomas Eggleston as he was known at that time—interested some of the trustees of Columbia College. One of these was Samuel B. Ruggles, another was his son-in-law, George T. Strong; others were Dr. Torrey, Dr. Hutton and Dr. Haight. These trustees of Columbia College, with the president, Dr. Barnard, encouraged the enterprise in every way. But at that time Columbia College was extremely poor. It had recently moved to Forty-ninth street, had purchased the old Deaf and Dumb Asylum, and borrowed a considerable amount of money to put it in order. It is true, it owned considerable real estate on Fifth avenue, but it was unimproved and brought in no income. It was actually borrowing money to pay running expenses in 1863 and 1864, and was in no position, therefore, to expend any money or to offer any pecuniary support to any new scientific course of instruction. Professor Eggleston was told, however, that if he could secure instructors and provide funds, the authorities were perfectly willing to permit the establishment of a school of mines under the auspices of Columbia College.

##### School of Mines Opened.

Mr. Eggleston succeeded in interesting not only the trustees mentioned, but quite a number of other persons. Professor Chandler did not have a list of their names before him, but recalled a few of them. Prominent among them were: Wm. E. Dodge, Percy R. Pine, Franklin Delano and Dr. Cornelius R. Agnew. These gentlemen and eight or ten others made up a sum of \$5,000 in order to fit up laboratories and make it possible to open a school of mines, and on the 15th of November, 1864, the School of Mines of Columbia College was opened. The only available rooms were in the cellar—the cellar rooms of the old main building of the Deaf and Dumb Asylum. They were really the kitchens of the old establishment. They were fitted up as laboratories, and as it was said by some that possibly no students would come, and it would not, therefore, be worth while to fit up laboratory places for more than twelve students, this number was provided for in the simplest possible way.

##### Ambitious Professors Serve Without Salary.

Mr. Eggleston looked about to find somebody who would care to join an enterprise of a character so unpromising pecuniarily and found that General Fran-

cis Vinton, who had just been honorably discharged from the army of his country and who was a graduate of West Point and of the Ecole des Mines in Paris, was willing to take the chair of civil and mining engineering without salary. Professor Chandler said he himself was fortunate enough to be asked by Mr. Egleston to take the chair of chemistry on the same terms, and as he was young and ambitious, he was glad to receive an offer from such a school, and was very willing to resign his professorship at Union College and come to New York to join Egleston and Vinton in starting this enterprise. He consulted some of his friends at other institutions, prominent universities, and they gave him no encouragement whatever. He was told New York was no place for the encouragement of science; it was a business centre, and it was a hopeless task to establish in New York any institution for instruction in scientific subjects. As it was, on the 15th of November, 1864, the School of Mines was opened with laboratory tables for twelve students in the cellar of the old Deaf and Dumb Asylum.

was the answer. They borrowed \$6,000 and paid the debts of the school. That was the first year of the School of Mines of Columbia College.

#### A New Building for the School.

"Before the third year the conveniences afforded proving entirely inadequate, the trustees decided to permit us to build a new building on Fourth avenue at a cost of \$20,000, so we drew up the plans ourselves. The first plan was for a building 80 feet long, and we found that could be built for \$16,000, and then we planned a building 100 feet long, and found it would cost \$18,000; so we planned another 120 feet long, and that just used up our \$20,000, and we secured a four-story building 120 feet long and 30 feet wide for the \$20,000. It was not handsome. We had no architect, because we wanted to save the 5 per cent commission. All we wanted was room for more pupils. We had 127 students. The third year the expenses were \$70,000. In three years this enterprise of teaching applied science in New York City had cost over \$100,000 less the fees of the students. Since that

engineering, and then it was said we might as well have a parallel course for chemists, and so it went on until at present we have seven different courses, among them being civil engineering, mining engineering, electrical engineering, mechanical engineering, metallurgical engineering, chemistry and architecture. After a time the architects began to think it was rather *infra dig.* to have an architect's degree from a School of Mines, and they began to object to the name of 'School of Mines,' which covered all of these parallel courses. It was not logical.

#### The New Arrangement.

"Two or three years ago it was decided we would have a new arrangement. We changed the name of the Faculty from the Faculty of Mines to the Faculty of Applied Science. Then we divided up our seven parallel courses into four schools. We have now the School of Engineering, which includes all engineering courses. We have the School of Chemistry, a School of Mining and a School of Architecture, all the outgrowth



Havemeyer Hall.

From the Journal.

THE NEW CHEMICAL INSTITUTE OF COLUMBIA UNIVERSITY.

#### The Rapid Growth of the School of Mines.

Professor Chandler made numerous facetious references to the difficulties encountered by the professors in the early days of the school, and kept his hearers in the greatest good humor the entire evening.

"We had twenty-four students the first day," said he, "and forty-eight students the first winter. As soon as the thirteenth student came in we called in the carpenters and gas-fitters and told them to make room for another student, and they were at work nearly all winter. As fast as new tables were put in new students came, and finally the three professors ran in debt \$6,000 in order to make the forty-eight students comfortable. The trustees of Columbia College, who at first said they would never allow such a school to be established there unless it was guaranteed that no money was asked for, came up to see this new-born infant of theirs, and finally they said: 'We cannot help ourselves. This child has been born on our premises and we must clothe it at least,' and they said: 'How much are you in debt?' Six thousand dollars

time things have been very prosperous. The lands of Columbia College in Fifth avenue being built upon, of course, increased in value; but, like almost every other institution in the country, we are almost always short of money. We have borrowed over \$2,000,000, and are paying interest on it now in order to get what we have on this block, and thinking, perhaps, some of you may be inclined to support the subject of liberal education, I may mention we should be very glad to accept gifts of any amount up to \$5,000,000." (Laughter.)

#### The Development of the Chemical Laboratories.

"I did not intend to go into the details of the history of the School of Mines so much as to tell about the development of the chemical laboratories. I might say incidentally that although the School of Mines was originally for the purpose of educating mining engineers as soon as laboratories were provided, it was found that some young men preferred to be civil engineers, and we might as well establish a course in civil

of the original School of Mines. As you all know, when Dr. Seth Low was made president he began at once to expand Columbia in every direction, and as he quickly found that the Forty-ninth street site was entirely inadequate for a great university, he boldly urged the purchase of this site which we now occupy, and generously presented the beautiful library as a memorial to his distinguished father. William C. Schermerhorn presented the Natural History Building.

#### The Generous Gift of the Havemeyers.

"The question was then raised, 'What shall we do for chemical laboratories?' This question was finally solved by the generosity of the Havemeyer family who offered to erect the Chemical Building as a memorial to their father, Frederick Christian Havemeyer, the founder of the great chemical enterprise with which the name has been so long associated."

#### The Building Described.

Professor Chandler here gave an elaborate description of the building, entering into many details of its construction.

The cost of Havemeyer Hall was stated at \$650,000. It was arranged to accommodate 192 students. There are 210 there now. The building has only been occupied three months, and already the capacity is strained in some respects by the number of students who throng into it to enjoy its conveniences.

Down at the old site the lecture room was so small as to necessitate dividing the class into sections and repeating some of the lectures. To-day the lectures in general chemistry are repeated in Havemeyer Hall, because the room is not large enough for them. Professor Chandler lectures on general chemistry to the students of Columbia College and the School of Applied Science, and Professor Pellet gives the same lectures on alternate days to the students of the College of Physicians and Surgeons, because the room is not large enough to accommodate all the students who take general chemistry; nearly 500 in all.

#### A Wonderful Lecture Table.

Professor Chandler called attention to the lecture table, and its numerous conveniences. The table extended the width of the room. He said in part: "We have under the table pipes for gas vacuum, blast, steam and connections for 500 amperes of electricity to operate a Moissan furnace. We are to have diagonal screens at each side of the room for magic lanterns. We have also a hole in the floor half-way up the aisle, so we can use this large space over the blackboard for a magic lantern. We have all the conveniences for darkening the room, so that if the lecturer wants to use the magic lantern he has only to press the buttons.

"We have hot and cold water, and draughts for gas experiments. At each end of the lecture table is a down-draft. A portable glass house can be placed on the lecture table for experiments with chlorine, etc., and experiments can be conducted at each end of the lecture table without polluting the atmosphere in any way. You may notice that under the gallery we have ample space, a room that is nearly 100 feet long, lighted by any number of windows, for the apparatus, instruments and materials used to illustrate the lectures. There are work tables on the outer side all the way round. Portable tables can be run out here in front of the lecture table and the apparatus transferred to the lecture table for use at the lecture."

Professor Chandler spoke of the laboratories for electrolysis, physical chemistry, and gas analysis, and before adjourning the meeting to permit of an inspection of the building, he touched lightly on some of the laboratories which the institution lacked. He said:

"At present you will probably be a little disappointed as you go about the building because some of the laboratories you will not see. We have no gas plant. We have no ceramic laboratory for the study of clay; no vitreous laboratory for the study of everything relating to glass, glazes and enamels and everything of that kind. Our laboratory for dyeing and calico printing is not half as large as it should be. We have no large chemico-bacteriological laboratory for the investigation of fermentation and everything connected with it. In fact, I could spend half an hour telling you of the things we have not, because, if anything, we are extremely anxious to prevent the

idea going abroad that we have everything we need. We want it distinctly understood that what we have is inadequate, and we need the entire building, and then we need very much some liberal person who will provide a fund for running expenses, more professors, more instructors, more assistants, more laboratory servants, more instruments and apparatus and books. We are teaching chemistry to about 600 pupils; all kinds of chemistry; and the entire teaching staff numbers only fifteen."

After adjournment, the members were conducted over the building by Professors Chandler and Ricketts. There were nearly 300 in attendance.

#### Flint-Glass Bottle Men Combine.

The American Flint Glass Bottle Manufacturers' Association has been organized, with headquarters at Pittsburg, and the organization is said to include all the Western manufacturers except Tibby Bros., of Sharpsburg.

The organization has been formed and will be conducted along the same lines as the Window Glass Trust. The officers of the association representing the consolidated interests are: Clifton H. Beach, of the Saltsburg Bottle Works Co., Limited, president; and I. S. Woodbridge, of Bellaire, Ohio, actuary. The association met at Pittsburg December 10th, and completed a revision of the wholesale price list, establishing a maximum discount of 75 per cent on carload lots. Two depots will be established, one in the West and the other in the East, from which all orders will be shipped.

#### Last Meeting of the Brooklyn Board.

The last annual meeting of the Kings County (Brooklyn) Board of Pharmacy was held on Tuesday, December 21st. All the members of the board were present, as follows: President, E. H. Bartley; secretary, L. T. Perkins; assistant secretary, John Peterson, and Wm. M. Muir, D. L. Cameron and Dr. Wm. M. Hutchinson.

After passing on the ratings of a number of applicants, the final annual report was submitted by the secretary of the board, L. T. Perkins, who has served in that capacity for twelve out of the eighteen years of the board's existence. The report reviewed the principal points in the history of the board from its inception, when only half a score applied for examination each month, up to the present time, when from forty to sixty applicants presented themselves for the monthly examination.

The secretary was instructed to turn over the balance in the treasury, amounting to nearly \$400 to the Kings County Society, and to also turn over to the society all books and records which would not be required by the new board.

After the passage of a vote of thanks to the secretary and president of the board, the business session adjourned.

This being the final meeting of the Board, which will, under the new charter, be merged into that of Greater New York, the members invited John M. Peters, C. W. Parsons and Caswell A. Mayo to be present, and, after the meeting, the members of the Board and their guests dined together at the Clarendon Hotel.

#### RECENT DEATHS.

Thomas J. Jordan, at Sioux City, Ia., died recently from the effects of a hypodermic injection of morphine for nervousness, administered by his brother, J. Jordan, a druggist of that city.

W. J. Summerwill, a leading citizen and druggist at Odebolt, Ia., died suddenly of heart disease, November 5th. He was fifty-two years of age, and engaged in the drug business for eighteen years at Odebolt.

F. G. Randall, a retired druggist, and one of the oldest and most prominent citizens of Ottumwa, Ia., was run over and instantly killed by an electric car, the evening of November 16th. He was deaf, and stood on a crossing directly in front of the approaching car.

F. H. Hansom, druggist, at Lowry, Minn., died suddenly, November 29th, of Bright's disease. For a long time he was also engaged in the drug business at Evansville, Minn. The funeral was held under the auspices of the Knights of Pythias at the latter place.

Louis Wehrman, alias Henry Martin, and a fugitive from justice in New York city, committed suicide, November 13th, at his rooms in Butte, Mont. He was a drug clerk, twenty-four years of age, and no cause for his act is known. His parents reside in New York city.

Alexis Rosengren, foreman for many years in the pharmaceutical laboratory of French, Cave & Co., died on December 1st. Mr. Rosengren was ill for some time, although it was only during the last two months that he became so bad that he was compelled to retire from business. The disease was galloping consumption. Mr. Rosengren was a native of Sweden, but came to this country when quite a youth and entered the employ of French, Richards & Co., then doing business at Tenth and Market streets. His first work was in the order department; afterwards, by his industrious habits, he worked himself into the laboratory, and later became foreman of that department. When French, Cave & Co. succeeded to this branch of the business he was retained in that position by the new firm. He was faithful and industrious in his work, and won the respect and esteem of all.

#### Death of R. A. Robinson.

Mr. R. A. Robinson, founder of the Robinson-Pettit Drug Company, of Louisville, Ky., died at his home at Louisville, on December 8th. Mr. Robinson was born in Virginia eighty years ago. He began his business career at Louisville in 1837, and was for many years prominent in the wholesale drug business. Some years ago Mr. Robinson established the wholesale hardware house of Robinson Brothers & Co. for his sons.

#### Oldest Druggist in Muncie.

Muncie, Ind., Nov. 30.—George H. Andrews, the oldest druggist in this city, died to-day, of paralysis, after a lingering illness. A wife and five children survive him. He was born in Newport, Ky., in 1827, and located here twenty-eight years ago. He was the first president of the Indiana Pharmaceutical Society, and at the time of his death was a member of the Board of Physicians of Purdue University, and also a city commissioner.





## ALUMNI DINNER.

### New York College of Pharmacy Celebrates.

#### Professor Coblentz Contrasts German with American Pharmacists.

At the Arena, 39 East Thirty-first street, on the evening of December 15th, the Alumni of the College of Pharmacy of the City of New York held their annual dinner. Covers were laid for seventy-five, and there were few vacant chairs. President A. C. Searles presided, and the success of the gathering must have been very pleasing both to him and the efficient chairman of the Dinner Committee, Chas. S. Erb. The dinner took place in the famous Nimrod room of the Arena, whose walls were handsomely decorated with the colors and flags of the leading colleges and universities in the United States, besides many sporting outfits, including sets of foils, boxing gloves and la crosse and tennis rackets. In the centre of the long hall, at an oval-shaped table, sat the president of the association, surrounded by the officers and the college faculty. At the other four tables were seated the members of the association and their guests. Chas. S. Erb and Fred Borrgreve occupied the end of the table to the right of the president; Ewen McIntyre, Jr., and E. A. Sayre had places at the table to the left; at the table opposite were seated the representatives of the pharmaceutical press, which included the *Druggists' Circular*, the *Pharmaceutical Era*, the *Deutsche-Amerikanische Apotheker Zeitung* and *THE AMERICAN DRUGGIST*; John Gallagher, of Brooklyn, and C. F. Doherr found seats at the end of the remaining table. Others present included Elbert E. Fischer, '89, of Bridgeport, Ct.; Ewen McIntyre, ex-president of the college and the oldest living graduate; J. B. Russell, Professor John Oehler, Dr. G. A. Ferguson, Julius Tannenbaum, Dr. G. Pfingsten, Dr. H. C. Lovis, secretary of the firm of Seabury & Johnson, Professor Coblentz, T. J. Macmahan, H. A. Herold, R. Geis, William De Zeller, J. H. Rogers, Donald L. Cameron and many others.

After discussing the following excellent

#### MENU.

Blue Points.  
Cream of Celery Aux Croutons.  
Olives, Celery, Radishes.  
Filet De Sole Au Vin Blanc.  
Potatoes Parisienne.  
Filet De Boeuf, Pique, a la Financiere.  
Flagcolets, Artichokes Farcis.  
Sorbet.  
Roast Quail on Toast.  
Celery Mayonnaise.  
Fancy Ice Cream.  
Cake, Crackers, Assorted Fruit, Cheese.  
Cafe Noir.

President Searles asked for the attention of the diners, and after a few pleasant words of welcome, he proceeded to propose the first toast of the evening "to Our College." This was drunk with much enthusiasm. The toastmaster then called upon ex-President Ewen McIntyre to respond to the toast. Mr. McIntyre spoke in retrospective vein and traced the history of the college from its foundation down to the present time. He alluded to the fact that he was the only living representative of the class of '47, and wittily referred to Trustee T. J. Macmahan as the only person present who had any knowledge older than his own. He touched on the progress which had been made in the arts and sciences during the fifty years which had elapsed since the day he graduated, and reminded his listeners, among other things, that matches were unknown fifty years ago, and that at the time he graduated the country boasted of only one railroad.

Professor Coblentz was introduced in a felicitous manner by the toastmaster, who remarked that twice in its history had the college been served by professors of the age of twenty-one years; one was Professor Chandler and the other Professor Coblentz. Professor Chandler was unavoidably absent and President Searles therefore called upon Professor Coblentz to speak to the toast. Professor Coblentz's remarks consisted of a review of the conditions of pharmacy in Germany as compared with the United States. He criticised sharply the policy pursued by certain pharmaceutical publications of holding the American pharmacist up to ridicule. Competition among pharmacists in Germany was, he said, an unknown quantity, a circumstance from which he drew the moral that "If you stifle competition you stifle progress." Professor Coblentz's speech was the feature of the dinner. The following are the salient points:

"Since we are interested in the progress of the coming generation of pharmacists," Professor Coblentz remarked, "I think it might be in place here to make some comparisons relative to the prospects of our young men here, and their Continental colleagues. The constant complaint of the drug clerk here is, poor pay, difficulty in securing positions and over-competition in the business. Suppose we remove this competition, as it is with our foreign Continental brethren; there the average is one apothecary to from 8 to 40,000 inhabitants (this latter figure has been given by an authority on Russian pharmacy), certainly a veritable mine for the owner; but what clerk would ever expect to be able to acquire such an opening when the price varies from twenty to two hundred thousand dollars? Here, there is scarcely a drug clerk but expects at some period of his life to have a store of his own where there is the

prospect of making a living at least. A foreign city of 50,000 inhabitants may have from six to eight apothecaries, employing twenty-five to fifty clerks; here there would be at least sixty stores with about 150 assistants; so the chances for employment among the coming generation of young men in this country are fair, indeed, as compared with Germany.

"The problem for our foreign colleagues to solve is how to provide for their coming men, who, after having undergone several years of careful preparatory training in the pharmaceutical departments of the universities, find the greatest difficulty in securing positions, even then with very poor remuneration; consequently many drift into the "Druggenhaltung" (druggist), where they have no opportunities at dispensing, but sell general drugs, toilet articles, paints, and even coffee and sugar. This degeneration after such training is indeed deplorable.

"This competition of ours is the very life of trade and progress, which is entirely unknown where trade competition is stifled. The progress we have made during the last fifty years is wonderful; our development has been such that America leads the world in 'elegant pharmacy.' We are constantly conceiving new ideas, striving to perfect, never satisfied with well enough; while on the other side of the Atlantic, life and business proceed in the same old groove; where an apothecary is satisfied to dispense in the same old way his forefathers did over a century ago in the belief that what was good enough then will do well enough now. Such new ideas as rubber porous plasters, compressed tablets, tablet triturates, soft capsules, etc., etc., are looked upon with distrust, chiefly because they are 'American.' This distrust and frequently ill-concealed contempt for American ideas, inventions and also institutions of learning, may be attributed to several causes; however, I desire to call attention to one of these, and that is the responsibility of certain pharmaceutical journals, which have during years past spared no pains to depict to the German pharmacist American institutions in a false light, ridiculing everything American. The foreigner seeing this, without considering that we are a nation of different ideas, surroundings, wants and conditions, naturally forms false impressions, becomes distrustful and shows his contempt. Intelligent foreigners who have visited the States and examined into our institutions, acknowledge that the state of affairs is not so bad as depicted, and that we are entitled to some credit at least."

Perhaps the most entertaining feature of the programme was the presentation by Professor Oehler of a number of gifts to the faculty and members of the college from Santa Claus. A letter accompanied each package. To Dr. Harry B. Ferguson, who has been charged with telling tales out of school, a rattle was presented, and in the letter accompanying the gift, the recipient was cautioned about weaving fiction. Julius Tannenbaum got a gavel. He is president of the class of 1900 at the Long Island College Hospital. Herman Graeser found a skeleton in his package. He graduates soon from the College of Physicians and Surgeons. Further speechmaking was indulged in after all the gifts had been distributed. Toasts were responded to by T. J. Macmahan, H. C. Lovis, E. A. Sayre, J. B. Russell and others.



At the conclusion of the speeches, President Searles rose, and before dismissing the members, paid a most eloquent tribute to the personal character, worth and services of the late vice-president of the college, Hermon W. Atwood. Mr. Searles evidently spoke from a full heart; his tribute to Mr. Atwood's personal character was most unusually eloquent and was received with every evidence of the general appreciation of Mr. Atwood's character and ability.

**KINGS COUNTY SOCIETY.**

A large attendance greeted Dr. E. H. Wilson—the expert in bacteriology for the Board of Health, who gave details and interesting deductions from the work done by that board during the time it has produced and handled diphtheria antitoxin—at the meeting on December 14th.

The statement that over 6,000 vials of serum had been sent out during the last year gratuitously, besides the work of supplying to all physicians who desired test cultures and determining these when returned as containing, or not, the Loeffler bacillus, furnished a graphic explanation of the work done.

Quite startling, too, was the exhibition of desiccated serum, in granular form, containing 1,000 units to each 60 grains. Much of this has been sent abroad, particularly to China, by the Pasteur Institute of Paris. It is obtained by evaporation in vacuo over sulphuric acid.

The proposed pharmacy law, as drawn up by the committee, and already adopted by the German Apothecaries' Society, was reported by the Brooklyn section of the Conference Committee, and adopted by sections, some little discussion occurring.

Mr. Werner desired that none but those actually engaged in pharmacy shall be eligible to the board, as all pharmacists had for years been working towards that end, and it would be better to have Sec. 1573 more strongly worded in this respect.

Mr. Gallagher objected strongly to the entire bill, his chief point being that the three societies named as electing the board constituted a monopoly, leaving an immense number of pharmacists who were not members of these societies without representation, while they were taxed for the benefit of two private institutions.

Mr. Werner brought up a matter which has been held in abeyance since last February through courtesy, but said that that courtesy seemed to be lost; referring to the matter of Merck & Co., and the peculiar methods pursued by that wholesale firm, in starting a retail house, many of their circulars were read and riddled with sarcasm. Mr. Werner also stated that these later circulars showed very clearly the inconsistency of the retail manager for Merck, Mr. Alpers, in his statements at the meeting of February last, when he appeared as a representative of the New Jersey Society.

Mr. Werner offered a resolution similar to one recently passed by the German Apothecaries' Society of New York condemning the action of Merck & Co., which was adopted with but one dissenting voice.

A special meeting of the association for election of two members of the new board will be held on January 3, 1898.

## Notes of the Bowlers

## BY ONE OF THEM.

### The Record to Date.

**WHOLESALE DRUG TRADE ASSOCIATION.**

Dodge & Olcott	7 3 799	L'man & Kemp	5 6 784
Colgate & Co.	6 3 802	Max Zeller	4 5 768
Pws & W'tm'n.	7 3 772	R. W. R. & S'n	4 5 784
Parke, D. & Co.	6 3 744	S'b'y & J'n's'n	5 7 730
Merck & Co.	6 3 743	Bruen, R. & Co	4 7 733
W'tall, T. & Co.	7 4 784	R's'l'r & H'l'r	1 8 772
Sh'p & D'm'e	4 4 759	Up'n P. & G.Co.	1 9 679

Whitall, Tatum & Co. played very poorly on Saturday and were defeated twice. As a consequence they dropped from the leading position, which they held last week, to seventh place, and are now tied with Sharp & Dohme in the number of games lost. Burgtorf, their anchor, was responsible for the game lost by one pin to Lanman & Kemp. Without the least trace of excitement he sent, one after the other, two balls down the gutter in the eighth frame while playing on a spare. The nerve he displayed in the wind-up, however, making a strike and a spare and almost winning the game he had lost made up in a measure for his mishap.

The Upjohn Pill and Granule Co.'s team presented some new material, and won their first game of the season at the last meeting. They suffered to some extent, however, from their old trouble of going over the line, and forfeited a number of pins. Their victory was a popular one, although it was regretted that it was at the expense of Robinson's team, which has a number of friends among the boys. Next to winning themselves, there appears no team to whom their opponents would sooner lose than to Robinson.

After their defeat, Robinson's team braced up in the next game and retaliated on Parke, Deane & Co., scoring a victory by over 70 pins. This was a serious setback for P., D. & Co., for if they had won this game it would have advanced them to first place.

Max Zeller's team improved their position by winning two games this week. Figue was their bright star. He rolled ten frames without a break and practically won the game against Whitall, Tatum & Co. single handed. They have several new players this year, but notwithstanding their recent victories, do not seem to play the snappy, bright game of the old team. They began their advance two weeks ago and sprung quite a surprise on Dodge & Olcott by defeating the old champions handily.

Howe and Ruddiman, the old reliable pair of Dodge & Olcott's team, have not rolled up to their average thus far, and Martin now seems to be the best man on the team. He is getting in some good scores and makes a number of clever spares. From their record this year, they seem to miss the services of Mr. Sloane, who was president of the association last

year. In the past they sprung to the front early in the season and were displaced, if at all, only by the strongest teams putting up their best games. They are still in a good position, and are among the strong probabilities.

Merck & Co.'s team have managed to keep well up among the leaders. It is a question whether they can maintain the pace, and it would not be a surprise, the experts say, if they failed to land in the first division at the finish.

There was quite a three-cornered contest recently between Geo. J. Seabury, Dr. A. R. L. Dohme and Edward Kemp, Jr., who captained their respective teams. Dr. Dohme carried off first honors. His individual scores exceeded those of the other two, and his team won both their games. Mr. Kemp was a good second. Mr. Seabury did not roll as well as formerly, and seems to have lost some of his old cunning. His team was defeated twice that day, and some of his boys, who have been rolling quite well this season, claim they could have done better, but it would not do to beat the boss's score.

The unexpected happened when Bruen, Ritchey & Co.'s men, who have not been rolling very good this season, defeated the sturdy players representing Colgate & Co. This team has not rolled so poor a game in a long time. Every man's score was below his average. Even Sargent Colgate, who has developed into one of the most consistent bowlers in the tournament, went down in the general ruin. It is this uncertainty in the game that makes it all the more interesting and brings hope to the teams that are hanging on just a little below the top.

The teams of Parke, Davis & Co. and Whitall, Tatum & Co. when they race together seem to get the full measure of enjoyment out of the game. Their last meeting was quite a comedy. The players heaped mock derision and abuse on each other, all through the contest, and when Mariager, who had been rolling in the hardest kind of luck, made his first spare in the fourth or fifth frame, he was greeted with an outburst of counterfeit applause by his opponents. To the uninitiated spectator it would appear that neither team cared much to win; while, as a matter of fact, as the teams stood first and second at the time, every man on both sides was doing his best to win. It was simply one of a number of similar exhibitions of that good feeling which has made the association so popular.

**PERSONAL ITEMS.**

It is reported that Mrs. N. Kopf has sold her drug store at the corner of Second avenue and Forty-ninth street, New York City, to Hans Suckow.

A new drug store has lately been established at the corner of One Hundred and Eighth street and Lexington avenue, and will be known as the Lexington pharmacy.

It is reported that Mrs. A. B. Nafew has sold her drug store at Eatontown, N. J., to Mr. Jewell, of Princeton. Owing to the sale, William Lambert, who has been in charge of the store for some time, has been obliged to resign his position.

**A FINE NEW YEAR'S GIFT.**

**American Druggist and Pharmaceutical Record.**

**Subscribe for Your Clerk      One Year—\$1.50.**

## WESTERN NEW YORK.

## Poor Holiday Trade.

BUFFALO, Dec. 20.—So far the holiday trade is far from satisfactory to the retail druggist. Early in the fall there was a stir that promised something really good in December, but it has not yet been realized. Druggists with several stores and more than usually prepared to judge, join in the complaint. There is a disposition to lay the small sales to the slow revival of general business rather than to any encroachment from other branches of trade.

## The Erie County Board Meets.

The Erie County Board of Pharmacy at its last meeting issued the following licenses: Pharmacists, Lewis L. Trowbridge, on a diploma; Thomas M. Cunningham, on a diploma; Fred. E. Herrick, on a State board license; Henry J. Sieller, on a diploma. Assistants: Geo. P. Baumer, on examination; Jeremiah R. Dodds, on an Ontario diploma. Mr. Trowbridge is in charge of the Cushing Pharmacy, at Lancaster, lately opened; Mr. Cunningham is at the M. J. Frisch Pharmacy, but is going West; Mr. Herrick is a Mayville druggist, but is coming to Buffalo; Floyd S. Bargar, reported in last letter, is with E. M. Bargar on the West Side; Mr. Seiller is in charge of the Dodds Pharmacy.

The Pharmacy Board was met by another batch of delinquents, druggists unregistered and stores represented by insufficiently licensed clerks. As a rule, all were dealt with leniently, as they generally expressed a desire to conform with the law.

## The Long-Necked Nursing Bottle.

Members of the drug trade who are awake to the evils of the long-necked nursing bottle are not sorry to learn that the Health Department has secured the conviction of a druggist who has been selling this article. The purchaser discovered buying one was a workingman, who, on advice, returned it, and demanded a legal article, but the druggist refused and scoffed at the idea of getting into trouble over it. When he was brought up, however, he weakened and was let off with a \$6 fine. Health Commissioner Wende, who secured the passage of the ordinance against the objectionable bottle, said after the trial that if the culprit had resisted his fine would have been made \$50, but this being the first case only a nominal fine was imposed. If there is suspicion that other druggists are selling these bottles, there will be inspectors sent out to look for them.

## BUFFALO ITEMS.

Jeremiah R. Dodds has bought the Woodson drug store on Elk street, Buffalo.

E. H. Brocken, of Tonawanda, has sold his drug store to G. W. Sanford, who comes from Honeoye Falls.

W. C. Nichols, of Plimpton, Cowan & Co., is out again after a severe illness. He took a trip to the Adirondacks shooting and came back full of malaria and bilious disorders.

O. E. Foster, a member of the patent medicine firm of Foster, Milburn & Co., of Buffalo, and J. J. Milburn, of Toronto, have bought the Cameron Island gold mine at Rat Portage, Ont., and will develop it. This section is making a stir in the minds of gold seekers in spite of the Klondike craze.

The fact that one should advertise when he wants anything or has something to sell has not yet dawned on all sorts of business men, apparently. A druggist not long ago applied to the county board for a clerk. He was told by one of the members that he had advertised for one not long ago and received thirty replies.

The incorporation is announced of the Buffalo Remedy Company. The capital stock is \$12,000, and the directors are George A. Cowan, Dr. Elbert T. Kullison and Joseph K. Grattan. Various sorts of medicines will be manufactured. The first-mentioned director is not a member of the firm of Plimpton, Cowan & Co., as the name might suggest.

Plimpton, Cowan & Co. have begun suit in the equity term of the Supreme Court against C. N. Riggs to have a bill of sale of his Iroquois Pharmacy to his wife set aside. The wholesale firm had obtained a judgment of \$10,000 against Riggs, but before it was foreclosed the sale was made. The defense will be that Mrs. Riggs had put money into the business and that there was nothing irregular in turning it over to her.

Dr. Gregory is putting a card index into his Genesee pharmacy, which he has had made to order, as it is a novelty in the trade. It is on the plan of those used in libraries, except that the cards are not held in the case by a rod through them, so that when they need replacing they can be taken out without difficulty. It is well known that when druggists try to index their stock in a book a part of it is always filled up and needs replacing, while the most of it is empty. The card in each case refers to a numbered section of the store and tells when the last stock was laid in, the price, etc., so that a glance will show how stock is moving and how much to pay for more.

## UTICA NEWS NOTES.

Anthony Servatius, who recently opened a drug store at 104 Varick street, was married to a young lady of Syracuse.

Schuyler Van R. Wheeler, druggist at 230 Genesee street, has the Klondike gold fever. It is hoped that it may prove only a mild attack.

Thos. F. Nugent, pharmacist, at No. 715 Bleecker street, Utica, was married on November 17th to one of the belles of East Utica. The honeymoon was spent in the metropolis.

Julius Herbureaux, Ph.G., for a number of years in the employ of J. H. Sheehan & Co., has purchased W. A. Teachant's West Utica pharmacy at the corner of Columbia and Varick streets.

Wm. G. Bridgeman, Ph.G., for eight years prescription clerk at John H. Sheehan & Co.'s, has severed his connection with the firm and has associated himself with his brother-in-law, Mr. Brown, in the commission cheese and butter trade.

Arthur S. Evans & Co., 22-24 Genesee street, have purchased a new soda fountain from the Matthews Soda Water Apparatus Co. It is a handsome one, being constructed with all the latest improvements, and built of onyx and marble. It contains sixteen syrup cans, three mineral, and two soda arms.

## STATE NEWS.

Two shabbily-dressed young men entered the drug store of A. B. Husted, at the corner of State and Eagle streets, Albany, and made a small purchase. After they had left it was discovered that several bottles of perfumery, valued at \$7.50, were missing.

Thomas Gallagher, the well-known druggist of Oriskany Falls, died on December 11th of Bright's disease. Mr. Gallagher was an active townsman, having for several terms been a member of the village council. He was a charter member of the fire department and a charter member and finance keeper of Skenandoa Tent, Knights of the Maccabees. He leaves, besides his wife, four children, Mrs. Charles Holligar, Charles, Thomas and Leonore Gallagher. Three sisters also survive.

With the beginning of the new year James T. King, who has conducted the drug business in Middletown for more than half a century, will retire. Harry C. Ogden and S. Mortimer Shimer, who have been in Mr. King's employ, the former for twenty-four years, and the latter for twenty-one years, will continue the business, under the firm name of Ogden & Shimer. The past excellent reputation of the house and the thorough experience of the new firm will insure success.

## MASSACHUSETTS.

## The Trading Stamps Declared Illegal.

BOSTON, Dec. 16.—In the District Court at Pittsfield, yesterday, it was decided that the trading-stamp system was illegal. The defendant in the case was fined \$20 and costs for giving the stamps with a purchase. An appeal to the Superior Court was taken. This was a test case and in view of the result, several Pittsfield merchants have decided to issue no more coupons for the present.

## The Soda Fountain Change.

The change of location of James W. Tufts and A. D. Puffer Sons' Mfg. Co. from Portland street to Congress street, is a decided innovation, and one which has been brought about by the progressiveness of these firms. Mr. Tufts has been doing business in Portland street for twenty-eight years, and the Puffer concern was at its old stand for a longer period. The Puffer Co. is already installed in the new quarters, and January 1st will find Mr. Tufts in the new building. The block was especially constructed for the American Soda Fountain Co., and is the first fire-proof factory building built in New England. A long lease has been taken, and the seven stories will be occupied by the two firms. The building has its own electrical plant, which will supply light and power, thus doing away with the usual long lines of shafting and belting. The block is 180x176 feet, and is arranged for the systematic manufacture of finished goods. The rough material is taken to the top story, and as it nears completion gradually descends to the stock and show rooms. There are six elevators, one being for passengers. Two of the freight elevators are of enormous carrying capacity, being eleven feet long. The salesroom and general offices are on the first floor and the private office on the floor above. The property has a wharfage of 200 feet long, and coal, lumber, sand and the like are to be received at first hands, thereby lessening transportation expenses. The spot is of historical interest, being built over the wharf from which the tea was thrown many years ago.

## The Massachusetts Board.

The Board of Registration in Pharmacy held sessions for examinations on the 7th and 9th insts. Of the thirty-eight candidates, the following passed a satisfactory examination, and are now registered pharmacists: Morton A. Shepardson, of North Adams; Richmond Favour, Jr., of Boston; Alfred Bertrand, of Lowell; John J. Dermody, of Springfield; Arthur P. Coffin, of Boston, and John Thompson, of Cambridge.

## An Unusual Form of Testimonial.

The following letter was recently received and printed in a daily paper without the knowledge or consent of Mr. Davidson:

Cambridgeport, Dec. 14.—I wish to say that the most pleasing and most satisfactory drug store to do business with, to my mind, is the Theodore Metcalf Company, 39 Tremont street, Boston.

I have had occasion to go there in the interest of many free dispensaries, and have always been received most graciously by Mr. Frank A. Davidson, president of the company, who

seems always more than willing to contribute drugs for the poor and suffering, free; and not only willing to contribute, but to offer to instruct as to how they should be used. I have also on different occasions been obliged to seek information as to free homes and institutions, when Mr. Davidson most kindly placed at my disposal one of his most efficient clerks, who kindly obtained the required information. I most cheerfully recommend the public to buy their drugs where such generosity and uniform courtesy is shown to all.

494 Massachusetts avenue.

The business of the Cameron pharmacies, Springfield, has been capitalized at \$20,000. Colin D. Cameron is president, treasurer and a director. The other directors are C. E. A. Cameron and George H. Rolfe. Mr. Rolfe is the new manager. He was formerly with Jaynes, of this city.

Charles S. Lombard, of Somerville, is the proprietor of three stores. On December 9th his employees presented him with an open-faced Waltham watch. The gift was given in recognition of the recipient's thirtieth birthday. The presentation was made by George E. Coman, manager of the Davis square establishment.

On December 12th, while some boys were squabbling in front of Percival & Tilden's store, 35 School street, one of them was accidentally pushed through one of the plate glass windows, breaking it into several pieces. As this occurred on Sunday the damage could not be repaired until the following day and Sunday night Mr. Tilden and his head clerk, Mr. Capper, took turns in watching the establishment.

## BOSTON ITEMS.

An unregistered physician was recently fined \$200.

E. H. Galligan's store, Canton, was burglarized recently.

L. S. Norcross succeeds Boulton & Allen, Beachmont.

Mr. Lynde is to retire from the firm of Legro & Lynde, of Palmer.

B. F. Bradbury, 637 Washington street, keeps his store open until 2 a. m.

G. A. Hasting's establishment, North Adams, was the scene of a recent fire.

L. L. Keith has purchased the business at Three Rivers, formerly run by Mr. Page.

Evans & Wiley, of this city, are now owners of the Milford pharmacy outfit, Milford.

The store formerly conducted by T. K. Holbrook, Lowell, is now owned by W. H. Pearson.

H. C. Toupin, formerly of Haverhill, is now connected with L. J. Normandin & Co., of New Bedford.

The types made the "ad." of a local dealer read, "the best general topic," when the copy directed "tonic."

Welch & Woolson, of Hopkinton, have closed their store. Mr. Woolson, of this firm, has been sick for several weeks past.

The E. L. Patch Co. has recently opened a New York office at 63 Park place. The manager is F. C. Kinsman, formerly with Sharp & Dohme.

Amos J. Gordon, of Roxbury, who is a candidate for the Common Council, has received the indorsement of one of the political clubs in his district.

N. P. Tobey, Ph.G., has entered the employ of W. B. Hunt & Co. Mr. Tobey divides his time between the Cambridge and Boston stores of this concern.

The Phoenix pharmacy, Newburyport, Dr. J. F. Healey, proprietor, has just been sold to Mr. Mannix. Mr. Stacey, formerly of Marblehead, will be manager.

C. P. Whittle is to supply the fixtures for the store of George B. Moulton, of Danvers, recently destroyed by fire. The fountain is from James W. Tufts' establishment.

J. A. Spencer, formerly with Mr. Tirrell, of Canton, is to open a new store in that town. James W. Tufts is to furnish the fountain and C. P. Whittle the fixtures.

A. E. Crowley, of Malden, whose sixth-class license was recently revoked, has had another hearing before the aldermanic committee, which is still considering his case.

The Edgar D. Lewis Co., formerly owner of two stores in this city, has recently increased its holdings by purchasing the Windermere pharmacy, on Massachusetts avenue.

C. L. Nelson & Co. are to open in Dorchester street, South Boston, in the store formerly occupied by Mr. Ferguson. The fountain and fixtures are from James W. Tufts and C. P. Whittle, respectively.

At the next meeting of the Boston Druggists' Association, to be held at Young's Hotel, December 23th, Lieutenant H. P. Whitmarsh, local agent for Dodge & Olcott, will give a talk on "Roughing It in Australia," being based on the speaker's personal experiences.

In Malden there is a debating club with much spare time on its hands. Recently the members of this club spent an evening in discussing the following question: "Is not the granting of a dozen or more druggists' licenses a step towards licensing the sale of liquor in our city?"

## NEW ENGLAND NEWS.

Eben E. Scates, Fort Fairfield, Me., is in insolvency.

Henry A. Chapin, of Brattleboro, Vt., has had a chattel mortgage for \$2,300 foreclosed.

Cyrus D. Hardy, M. C. P., '91, has charge of the laboratory of Hall & Lyon, Providence, R. I.

Hall & Lyon, Providence, R. I., will soon begin to keep their store in Weybosset street open all night.

F. H. Chapman & Co., Franklin Falls, N. H., are to open a new store at Franklin. It will be in charge of Ed. Nelson.

Dr. Geo. Higgins, who recently left the South End pharmacy, Concord, N. H., has been succeeded by P. J. Sweeney.

Charles L. Wait, of Wollaston, died recently of heart failure. He was at one time a manufacturing chemist of some note.

Wood alcohol has caused another death in this section. This time a woman of Wickford Junction, R. I., drank it by mistake.

Manchester, N. H., druggists are disturbed by the advent of a large department and grocery store which promises cut rates on patents.

On January 1st, Hall & Lyon, Providence, R. I., will move their laboratory from Weybosset street to the sixth floor of their new building in Westminster street.

F. B. Simmonds, Ph.G., Woonsocket, R. I., has opened his new store. The fixtures are the handiwork of C. P. Whittle, and the fountain bears the well-known name of James W. Tufts.

The Wakefield police on November 23d raided Wheeler's store on Main street and secured forty-three gallons of liquor. In the Malden district court Mr. Wheeler was fined \$100, which he paid.

At the recent Portland Food Fair one of the exhibitors was the Armstrong Manufacturing Co., of Boston. The concern displayed a full line of its products and distributed many samples to the public.

M. C. Morrison & Co., of Bar Harbor, Me., are to have another store; it will be located near the Marlborough Hotel. Mr. Morrison was in Boston recently purchasing stock and fixtures for the new establishment.

During a portion of Boston's "Merchants' Week," railroad tickets were on sale at Morgan's Trinity Square pharmacy, Pawtucket, R. I., and at William R. Green & Co.'s, 1 Westminster street, Providence, R. I.

Aubrey Luscomb is to open a new store at 3 Railroad street, Concord, N. H. It will be managed by Geo. Higgins, Ph.G., M. D. C. P. Whittle, of Boston, is at work on the fixtures, and James W. Tufts, of the same city, supplies the fountain.

The will of Jeremiah M. White, former druggist and financier of Nashua, N. H., has been sustained by the courts. Walter M. Lovering, who purchased Mr. White's drug business, was one of the witnesses who testified to the soundness of mind of the deceased.

## PENNSYLVANIA.

### Review of the Year's Business.

#### Prospects Brighter — What the Leaders Say.

PHILADELPHIA, Dec. 20.—With this number ends the publication of the Philadelphia letter for the year 1897, and, taken as a whole, the outlook at this time is decidedly brighter than it has been for a number of years. While many of the wholesale drug houses say there has been little increase, they are sanguine regarding the business for next year. They consider the outlook very promising, and during the last few months there has been a decided increase in nearly all branches of the drug trade. The sundry business during the last two months has taken a decided jump, and, what is more, it is said that the retail druggists are meeting their bills more promptly.

#### Views of Leaders in the Trade.

The following firms give an idea as to how they feel regarding the business for 1898:

General Manager Cave, of the perfumery department of Smith, Kline & French Co., says the business for 1897 was away ahead of 1896, and the prospects for next year are very encouraging. At the present time this house is through with its orders for outside places, and is devoting its time to attending to the city trade.

Schandien & Lind say that this is the best season they have ever had, and the only setback that they had was on account of not being able to manufacture their goods fast enough to fill their orders.

General Manager Rohman, of the Philadelphia Wholesale Drug Co., says the business during the past year has been better than ever, and the company has increased its trade considerably. The outlook, he considers, is very encouraging, and he looks forward to better results next year.

William B. Burke & Co. say the business for 1897 was very good, considerably more so than during the previous year. They have spread out considerably, and have increased their foreign business very much. The outlook is very promising for the coming year, and this house expect to do a larger business.

Shoemaker & Busch were not as optimistic as the other houses, although their business has been fair. Mr. Shoemaker said during the early part of the year the trade was dull, and that they had considerable trouble in making their collections. September was exceedingly good, and October was fair, but since then the trade has fallen off. He hopes that next year there will be better results, but he is not as sanguine as most of the other dealers.

John M. Maris & Co.: Our business has been greater this year, and we will show a big increase in our sales. As to profits, it is too early to make any prediction, but we feel hopeful and look for better results during the coming year.

One of the firm of Smith, Kline & French Co., said: "Since July our business has shown considerable improvement, and I look forward to doing a better one next year. Conditions are more favorable, and I fully expect to have more business in 1898 than in 1897."

Walter F. Ware said: "We have done an excellent business this year, and I

think part of the increase is due to the advertisement of my goods in the AMERICAN DRUGGIST. If the improvement continues larger quarters will have to be secured."

#### Smith, Kline & French Co. Enlarge Their Laboratory.

For some time past Smith, Kline & French Co. have been hampered for the want of room, especially in the laboratory, and since the manufacture of Es-kay's Albuminized Food the trouble has multiplied. A few days ago the property at Poplar and Canal streets, which has been used by the Warthmans as a cold storage house, besides being adapted for other purposes, was bought, and within a short time the laboratory, which is now on three streets, above Cherry, will be moved to the new quarters. The two buildings which this firm occupies on Cherry street, will be retained for the manufacture of the baby food. The new acquisition is a valuable one. The property and ground covers in area about one acre of ground. There are a number of buildings erected, some being three stories and others two. There is a large stable, three boilers, a fine ice plant, four engines, an artesian well, 225 feet deep, which will give pure water for the manufacture of all proprietary articles. The location of the new property is excellent, as it is on the line of the Philadelphia & Reading, Pennsylvania and Belt Line of railroads. This will be of great advantage, as there is a siding running from each company into the yard. This house has, for some time, been compelled to store its goods in various buildings, but now they will all be under one roof. Shipments will also be made more promptly, as the railroad facilities are excellent.

#### The Parke Suits.

In the matter of interrogatories filed some weeks ago in the seven suits brought against Mr. Kline, as chairman, by Wallace, Dow, Boney and four others, to all of which interrogatories the attorneys answered as follows:

"The defendant in the above suit declines to answer the plaintiff's interrogatories because the discovery sought for relates only to the defendant's case."

The attorneys for the plaintiffs, viz., Fay, of the Swayne & Swayne office, New York, and Pettit, of Read & Pettit, argued for an attachment to issues against the defendant in contempt for failing to answer the interrogatories. After patiently hearing the argument by Fay, lasting about two hours, and Pettit, lasting a considerable time, and to the reply by J. G. Johnson, the N. W. D. A.'s counsel, lasting about five minutes, the court refused to issue such an attachment, or, in other words, refused to compel the N. W. D. A. to disclose our case by answering these interrogatories.

The Court, through Judge Sultzberger, took the position that as the plaintiffs claim that this rebate arrangement is illegal, and, as carried out, practically amounted to a conspiracy, they certainly had no right to come before the court and ask them to assist the plaintiffs in participating in the benefits of an arrangement which they claim was illegal.

#### Presentation to Theodore Maris.

Immediately in the rear of John M. Maris & Co.'s establishment, on Arch street, is a manufactory owned by Rudolph Blankenburg, in which a large

number of girls are employed. On the morning of November 27th a fire occurred in this manufactory, and the employees were forced to make a hurried exit into the chilly air without putting on their wraps. Theodore Maris observing their discomfort, invited the young ladies to take shelter in the Maris establishment, which invitation was gratefully accepted by a number of the girls, who later showed their appreciation by presenting Mr. Maris with a very handsome silken cushion accompanied by a card reading:

To Mr. Theodore Maris, with the compliments of the young ladies of Rudolph Blankenburg's, in whom he took such a fatherly interest during the fire in our house on November 27th.

Mr. Maris is somewhat embarrassed at the honors thrust upon him as a cavalier, and his adventure is the source of great joy to the group of traveling men who happen to be at home posting up during the holidays.

#### PHILADELPHIA NOTES.

Dr. George E. Dahis, Forty-ninth and Woodland avenue, has been elected Senior Warden of the Masonic Lodge.

J. J. Keenan has named his new store, at Seventeenth and Ritner street, the "Downtown Palace Pharmacy."

John B. Reynolds, of Front and Norris streets, has been elected Worshipful Master of the Masonic Lodge of which he is a member.

The old store on Somerset street, west of Kensington avenue, which has been conducted by Dr. Medd for some time past, is now being run by Mr. Fisher, who was his assistant.

The Century Drug Company, which was formerly at Broad street and Passayunk avenue, has removed to Sixteenth and McKean streets. The new store is better located and it is thought the outlook for an increased business is brighter.

The new Board of Directors of the Philadelphia Drug Company, Limited, met recently and organized by the election of the following officers: James Buckman, president; W. Nelson Stern, vice-president; Dr. A. T. Pollard, secretary, and Robert C. Brodies, treasurer.

The Turners, of Philadelphia, will open at 3740, 3742 and 3744 Market street, January 1st next, removing their entire plant and business to these premises. This is one of the finest buildings in the city, and will afford ample scope for the growing business of this enterprising house.

J. J. McFadden, who owns the drug store at Twentieth and Morris streets and Twentieth and Dickinson streets, has returned after a prolonged stay abroad. Mr. McFadden attended the Queen's jubilee; then he did the old country. He brought back a large collection of photographs of the principal points of interest in Europe.

James Armstrong, formerly proprietor of Armstrong's pharmacy, Greensburg, Pa., and Frank L. Fry, proprietor of a drug store at Manor Station, Pa., have formed a company, headquarters at Pittsburg, Pa., to be known as the Fry-Armstrong Co. They will represent proprietors and manufacturers, buy, sell or trade drug stores and have a clerks' exchange, also push a preparation of their own called "Blud-inc."

On December 7th, the regular monthly meeting of the Board of Trustees of the Philadelphia College of Pharmacy was held, and for the first time in many months, Morris Perot attended. Mr. Perot for some time has been in New York at a private institution on account of his eyes failing him. He was welcomed by all the members present, and it looked like old times to have him there. The college will close on December 23d, and will not open until January 3d. This is to enable those who desire to visit their homes the opportunity of doing so.

#### A Job of Printing.

"May I print a kiss on your cheek?" I asked. She nodded her sweet permission. So we went to press, and I rather guess I printed a large edition.

## OHIO.

The Cincinnati section of the American Chemical Society held its last meeting at the Lloyd Library last Tuesday night. The following interesting papers were read and topics discussed: "Some New Ruthenocyanides and the Double Ferro-cyanide of Barium and Potassium," by Dr. James Louis Howe; "Dr. Peter Smith and His Dispensatory," by Professor John Uri Lloyd; "On Liquid Fluorin," by Dr. R. Monroe McKensie.

#### CINCINNATI NOTES.

Joe Lambert has charge of Otis's pharmacy at present.

F. J. Waltz, of New York, has opened a drug store at 620 Central avenue.

Otto Betz, the Eastern avenue druggist, was recently burned by an explosion of acids.

Charles Kattmann has opened a nice pharmacy at Reading, Ohio. He purchased the stock of L. A. Huber.

George H. Andrews, a leading Muncie, Ind., druggist, who formerly lived in this city, died recently at his Indiana home.

The Goodwin pharmacy has been moved from Walnut Hills to West Sixth street, near John. The store is a very pretty one.

Dan Kavanaugh recently had a blaze in his Covington pharmacy, which cost him about \$100. The blaze started in a show window.

Druggist J. F. Donahue, of Georgetown, Ohio, was in the city on the 29th. He bought a large supply of goods for the holiday trade.

Holiday trade with the Steins, Vogeler Drug Company is on the boom. The sundry department is doing a land office business.

Guido Schmidt, the Newport druggist, was bitten in the wrist by a large spider while cleaning a dark corner in his store a few days ago.

Herman Igler, the Glendale druggist, was married in Louisville the other day to Miss Matilda Q. Voegle, a charming Cincinnati girl.

H. B. Osborne was in the city yesterday, buying goods for his new pharmacy at Manchester, Ohio. His store is one of the prettiest in southern Ohio.

W. C. Burris has opened a neat, up-to-date pharmacy at Benwood, W. Va. Mr. Burris is a graduate of the Scio College, class of '96, and formerly worked in Cambridge and Dillonvale, Ohio.

The recent arrests of Toledo druggists on a charge of selling patent medicines containing poisons is causing talk all over the State. The outcome is being watched with much interest here, as local jobbers fear that they also may have to undergo the same experience as their Toledo brethren.

## Ohio Has Now 3,906 Licensed Pharmacists.

There are 3,906 licensed druggists in Ohio, 685 of them being "assistants," according to the annual reports of the Ohio Board of Pharmacy, submitted to the Secretary of State to-day by Secretary W. R. Ogier. Of this number, 170 pharmacists and 90 assistants were added this year, after examinations held at Toledo, Columbus, Hamilton, two at Cleveland and two at Cincinnati. The receipts, including \$1,626 for examination and registration fees, \$530 for renewal licenses, \$2,013.96 balance from last year and small items, were \$4,222.55. The disbursements were \$3,007.33, leaving a balance of \$1,215.22. Secretary Ogier appears to have reduced his own salary. He puts it in at \$999.99. It used to be \$1,000.



## MICHIGAN.

DETROIT, MICH., Dec. 18.—The Detroit Pharmacal Co., of 95-97 Woodward avenue, Detroit, one of the largest retail concerns in the city, with a wholesale department of considerable dimensions, recently failed for about \$36,000, and gave chattel mortgages covering that amount. This company succeeded Bassett & L'Hommedieu, in 1892, when James W. Seeley, an old-time pharmacist and an ex-president of the Board of Education, organized it, and became its president. The other stockholders were Mrs. Carrie B. L'Hommedieu, trustee; Arthur Bassett, whose interest was in Mr. Seeley's name; C. N. Anderson, George I. Berridge and A. L. Seeley, M.D., of Mayville, Mich. The capital stock was \$100,000, of which \$40,000 was paid in.

The creditors were: First mortgage, A. F. Meloche, \$825 on a labor lien; second mortgage, City Savings Bank, \$9,922.30; third mortgage, jointly to Farland, Williams & Clark, \$3,732; Parke, Davis & Co., \$4,021.60, and \$2,431.63 to Henry Russell, as trustee for Sarah Davenport, for rent. The outstanding small debts amount to about \$5,000.

The failure was attributable to the removal of retail business further uptown. When this concern was established it was in the very centre of business, and had a trade amounting to from \$60,000 to \$70,000 a year. The recent changes in the street-car routes have moved the centre of travel two or three blocks further north, and a large number of the large retail concerns have moved, leaving lower Woodward avenue at a great disadvantage. The retail business of the company was better than ever last year, but collections were slow and creditors were impatient.

Mr. Seeley was long a popular business man, and although it will take every dollar he possesses, he declares that every cent of indebtedness shall be paid.

## Fined for Selling Liquor.

Shadrack T. Newson, a druggist of Cherry street, Grand Rapids, Mich., has been convicted in the Superior Court of violating the liquor law, and sentenced to pay a fine of \$100 and \$7.22 costs. He settled promptly. The evidence on which he was convicted was furnished by a policeman and his brother, who went to the store on Sunday and purchased beer, which they drank on the premises. They also purchased some wine and whisky. In defense, Newson said that he asked the questions required by the law, and made a record of the sale. He also showed the entry in his record book as evidence. The judge charged the jury that they should consider the intent of the druggist. That asking the necessary questions, and being told that the liquor was to be used for medicine should not excuse the druggist if he knew that it was not to be used for medicine, and in this case the beer was drunk on the premises, so that he knew it was not to be used for medicine. The fine of \$100 is the smallest the judge had the authority to impose for this offence. The officers say they have another case equally strong against Newson, but that they will not push it at present.

## The Warren Capsule Co. Not Out.

It has been reported in some drug papers that the Warren Capsule Co., of

Detroit, has withdrawn from the United States Capsule Co., but this is entirely erroneous, and probably grew out of the formation some time ago of the Warren Capsule Mfg. Co., whose plant is at 259 Twelfth street, in the building occupied by the former company. The persons composing the Warren Capsule Co. are bound by the terms of the sale to the United States Capsule Co. not to engage in the business again for twenty years. The proprietors of the new business are Mrs. Margaret Warren and M. B. Warren, the mother and brother, respectively, of the former proprietors.

## MICHIGAN NEWS NOTES.

Burnett & Brunskill, of Union City, Mich., have been succeeded by Brunskill & Odren.

W. E. Young succeeds J. Hanselman in the drug business at Manistee, Mich.

F. P. Bohn, M. D., has opened a new drug store at Grand Marais, Mich.

H. P. McCord has succeeded Robinson & McCord, at Auburn, Ind.

Dr. R. A. Everett, a Hillsdale, Mich., druggist, has sold out to Charles H. Smith.

E. E. Pearce, of Oak Grove, Mich., has purchased the drug business of C. & E. Pearce, at that place. C. Pearce, of the retiring firm, has gone to California for his health.

Governor Pingree has appointed Henry Heim, of Saginaw, a member of the Michigan Board of Pharmacy to succeed Stanley L. Parkhill, of Owasco, whose term has expired.

William Quigley has purchased from White & White, of Grand Rapids, Mich., their drug store, situated at the corner of Burton avenue and South Division street. Mr. Quigley has been in the employ of the firm for several years. White & White still have a drug store on another street.

Brown Brothers' uptown pharmacy contains as fine a cigar case as any in town. All the domestic brands are kept, besides the fine Key West and imported goods. Mr. Brown's store is located on the fringe of the "Piety Hill," or swell district of Detroit, and he says that he has a large number of fashionably dressed lady customers who are regular patrons of his cigarette department, and two who regularly purchase the finest Havana brand in stock. One of them is very discriminating in her taste and has settled upon one brand which suits her to a T.

## In Favor of Phenacetine Patentees.

ST. LOUIS, Dec. 14.—A decision was handed down by the Court of Appeals which disposes of the question whether the purchase of an article under a foreign patent and also patented in the United States entitled the purchaser to sell the article in the United States when the purchase was made in a foreign country. The case was that of Edward N. Dickerson against Hugo Tinling, appealed from the decision of the United States Circuit Court of Colorado, which refused an injunction restraining Tinling from selling phenacetine in the United States. The preparation was patented in Germany and protected by a United States patent. The lower court's decision was reversed, and it was ordered to issue an injunction. It is reported that Mr. Tinling has forsaken the drug business and will try his fortune in the gold fields of the Klondike.

## In Favor of the Torrey Bill.

The New York Credit Men's Association is sending out a notice asking business men everywhere to write to their Congressmen on January 7, 1898, favoring the passage of the Torrey bankruptcy bill.

## ILLINOIS.

## Henry Goetz Fails.

CHICAGO, Dec. 20.—The announcement late on the afternoon of December 18th that Henry Goetz had failed came like a thunderclap to Chicago druggists. Mr. Goetz's store is in the Tacoma Building, Madison and La Salle streets, one of the busy corners; it is familiar to every one in the city. Mr. Goetz confessed judgment in the sum of \$9,000 to his wife, Emma Goetz, Fritz Goetz and the Garden City Banking Co. An execution was issued and a deputy sheriff at once assumed possession. Mr. Goetz is a veteran druggist of Chicago, and has at different times had interests in three stores. He once owned the pharmacy in the Plaza Hotel, fronting on Lincoln Park, but sold out to his brother. For many years he was in partnership with Walter C. Sempill, owning a store on Clark street. Mr. Goetz has held many positions in druggists' organizations, and although he has not been heard from often of late, he has been an active worker in behalf of the retailers. It is rumored among the trade that it was Peter Van Schaack & Sons who closed the store.

## CHICAGO NOTES.

Trail & Cooling, Austin, Ill., have sold out to Miss M. I. Isgrig.

Adolph Gaul has disposed of his store at Clark street and North avenue to his father-in-law, Henry Best.

C. W. Donovan, Clark and Erie streets, has sold out to G. S. Malone, who has been clerking for H. J. Bate.

Mr. Jorgensen, of A. H. Revell & Co., the drug store fixture firm, has gone to California for an absence of three weeks.

J. H. Whinney, Danville, Ill., has opened a new drug store. It is supplied with a large onyx and white soda apparatus having a gold top.

The Woodlawn Park pharmacy has been sold to W. E. Barnes. This is the oldest store in Woodlawn Park. It had been in the sheriff's hands.

The wife of Louis Lehman has brought an action for \$500 damages against the North Chicago City Railway Co. to a successful close. Mrs. Lehman was injured by being thrown from a buggy.

O. T. Eastman, secretary of the Searle & Hereth Co., has gone to Omaha with Mrs. Eastman to close up the year's business with the branch office and map out the business for 1898. He will return to his desk January 3d.

C. J. Foucek, now at Eighteenth street and Centre avenue, is going to open a new store at Twenty-second street and Albany avenue. He has bought a twenty-syrup, six-draught-arm soda apparatus of the Hart Manufacturing Company.

Otto Coltzan, who for the last ten years has done a successful business at Twenty-second street and Archer avenue, is to open a pharmacy at North Park avenue and Centre street, opposite the main entrance to Lincoln Park. He has ordered a large soda fountain of the Hart Manufacturing Company, one of the biggest the firm ever turned out. It is arranged for eighteen syrups and has a French-plate mirror 9x4.

E. L. Stahl, one of Chicago's veteran druggists, died Thanksgiving night, after a sickness of three years' duration. Mr. Stahl established a store in 1857 at Fifth avenue and Van Buren street, and stayed at the same stand for forty years. He was burned out during the great fire of '71. A number of old-timers attended the funeral. One of the pall-bearers was William H. Hellman, who had been in the employ of Mr. Stahl for twenty years. The surviving members of the family are Dr. E. L. Stahl, Jr., Mrs. H. H. Rodgers and B. F. Stahl.

## THE GREAT NORTHWEST.

### Business Good in the Wheat Belt— Advances in Lead and Oil.

MINNEAPOLIS, Dec. 17.—H. H. Eliel, secretary of the Lyman-Eliel Drug Co., in Minneapolis, reports that the wholesale drug trade is very satisfactory, so far as his firm is concerned. There has been a handsome increase in business over last year. Generally speaking, collections are very much better, though in some sections of the Northwest trade has been unsatisfactory and collections slow, owing to the failure of crops. This is particularly true in South Dakota. In northern Iowa and southern Minnesota trade has been similarly affected by the prevalence of hog cholera. On the whole trade is healthy and the volume such as to warrant a bright prospect for the next six months. After that, the condition of the crops will govern business. Especially satisfactory has been the trade in druggists' sundries, which was greatly curtailed by the hard times. There has been no material increase on goods, save imported drugs and sundries, and the advance on these was largely speculative, owing to an anticipated high tariff. Prices are now fairly firm, and no indications of a startling advance along any line.

### Advances in Lead and Oil to Be Expected.

C. P. Noyes, of Noyes Bros. & Cutler, the large St. Paul wholesalers, states that a decided advance in the price of linseed oil may be expected January 1st. The present price cannot be maintained with the current price of seed. Lead will also advance. None of the window-glass factories have been running this fall and window-glass has gone up 50 per cent as a consequence.

### His Degrees in Question.

Another chapter has been added to the L. A. Harding controversy in the Twin Cities, which was noted in the AMERICAN DRUGGIST for October 25th. Mr. Harding has begun action in the District Court against the *Minneapolis Journal* to recover \$5,000 for alleged libel. The paper claimed that he had no right to the titles of Bachelor of Science, granted by the Polytechnic Institute, of Brunswick, Germany, and Doctor of Philosophy, conferred by the Royal University of Berlin. There was found, so the *Journal* stated, no record of either degree granted to Mr. Harding at the institutions named. The outcome of this suit will be watched with much interest, as the plaintiff is a member of the State Board of Pharmacy, and conducts a medical school in St. Paul.

### Big Drug Firm Assigns.

The Hofflin-Thompson Drug Co. has made an assignment to Henry Wernicke, who has filed a bond of \$30,000. The estate is appraised at \$15,000, and liabilities of the firm are \$21,000. Some time ago the store was burned, but was reopened on Washington avenue with modern fixtures and equipment. The directors of the company state that the loss of business during the refitting was the cause of the failure.

### Drug Clerk Catches a Crook.

J. O'Brien, a clerk in Heller's drug store, at St. Paul, made a very clever

capture of Joseph Le Clair, who attempted to pass a forged check on the former a few evenings ago. Earlier in the day Le Clair had tried to pass a check at a grocery store purporting to be signed by the drug clerk's father. This came to the ears of young O'Brien, and when Le Clair presented the check, the druggist's first thought was how to capture the forger, for he at once suspected the truth. The drug clerk walked leisurely to the front of the store, then suddenly darted through the door and locked it on the outside. There was no escape for Le Clair, and five minutes later, the central patrol wagon drove up in response to a message from O'Brien, and the forger was taken in custody. A number of other small checks were found in his possession. He is supposed to be the man wanted at Duluth for similar crimes.

### New Stores and Changes.

T. A. Carney and Fred A. Wilson have entered into partnership under the name of Carney & Wilson, and will open a drug store at Butte, Montana.

McHolland & Staples, druggists at Cavalier, N. D., have dissolved partnership. Mr. Staples retiring.

Matthews & Guernsey have dissolved partnership at Bloomfield, Ia. J. J. Guernsey has purchased the interest of E. T. Matthews.

Prann & Co. are selling out their drug stock at Carroll, Ia.

Mr. Albertsen will erect a building at Breda, Ia., and open a drug store therein next spring.

C. V. Chase has purchased E. S. Ballard & Co.'s interest in the drug store at Davenport, Ia., and will conduct the business in the name of C. V. Chase & Co.

Chas. P. Roth has bought a half interest in M. Nix's drug store at Dyersville, Ia.

Fred Richman, of Rochester, Minn., has bought out A. G. Lack's interest in the drug store at Waterville, Minn.

William G. Roberts has purchased the drug stock of Mallory & Co. at Linden, Ia.

Nelson & Co., of Minneapolis, have opened a drug store at Barrett Lake, Minn.

N. H. Spears, of Oelwein, Ia., has sold his stock of drugs to Mr. Groen, from Georgia.

F. E. Freeman, of Jolley, Ia., has bought out the interest of his partner, M. E. Blazer.

A. L. Buzzell, of Rush City, has opened a drug store in Milaca, Ia.

Dr. McDonald, of Rowley, Ia., has sold out his drug business and practice to Dr. George Tapper and Will Tapper.

Frank P. Ferney has purchased R. G. Odi-orne's stock at Des Moines, Ia., for \$800.

L. G. Hall will build a drug store at Coggon, Ia.

J. R. Krueger has built a 30-foot addition to his store at Morris, Minn.

A. R. Merret and F. H. Deering will go into the drug business at Fessenden, N. D.

The "Chicago Pharmacy," at North Branch, Minn., has been sold to J. W. Lindmark & Co.

Oscar I. Olsen has purchased the Lauterbach drug store at Walnut Grove, Minn.

Hanson & Dalen's new drug store at Milan, Minn., is now completed.

J. J. Greaves is establishing himself in elegant new quarters with a fine drug stock at Glencoe, Minn.

Geo. D. Clark has purchased the "white front" drug store of Mr. Powers at Walnut, Ia., the latter retiring on account of his health.

S. S. Dean & Co., have again assumed the proprietorship of the "Corner Drug Store" at Sheldon, Ia. J. H. Holihan, who recently pur-

chased the business, was not satisfied and the original owners returned his money to him.

John Barry has purchased the drug store of Will Oldridge at Farley, Ia.

Popp & Rather will move into a brick building which is being renovated for them at Green Bay, Wis., about January 1st.

E. A. Pinckney is remodeling his store building at Forest City, Ia., preparatory to moving his drug stock into it.

Clarence Gowen has opened a drug store at Westgate, Ia., buying the stock formerly owned by R. R. Robinson.

T. B. Dawson, a druggist of thirty-five years' standing, at Warsaw, Ia., has gone to Louisiana, Mo., to locate.

W. G. Roberts, of Panora, Ia., has purchased the stock of Mallory & Co., at Linden, and will open a drug store under the management of Ray Manning.

C. C. Covert has embarked in the drug business at Galt, Ia.

C. O. Heyerdahl opened a drug store in Kenyon, Minn., December 1st.

Cad Diddy has sold his store at Des Moines, Ia., and taken charge of the Thompson drug store at Redfield.

J. H. Anderson has disposed of his drug store at Curlew, Ia.

Dr. J. C. Whitacre and Geo. F. Foltz, who have been associated together in the drug business at Iowa City, Ia., have dissolved partnership. Dr. Whitacre has bought J. H. Whetstone's drug store at Oxford, Ia.

E. A. Luscher has purchased the drug establishment conducted by John Palmer at Redwood Falls, Minn. The latter has bought a stock at Gibbon.

Dr. A. O. Ingalls, of Murray, Idaho, has sold his drug store to O. A. Moeglich and O. G. Seward.

John Eunson is a new druggist at Merrill, Wis.

Edw. F. Cobb, who has been employed in G. B. Bender's drug store at Dickens, Ia., has engaged in business on his own account at Akron, Iowa.

G. A. Felker, of Merrill, Wis., has sold his stock of drugs to F. C. Zemlika.

F. Liepold has purchased the drug store of S. J. Cooley at Heron Lake, Minn.

Pratt, Fanning & Co. have sold out their store at Binabik and opened up at Eveleth, Minn.

Gus. Rehkopf, lately with Hurlbut & McArthur, at Des Moines, Ia., has purchased the drug store at 208 West Sixth street, in that city from Louis Schmidt.

Alex. Elliott has gone into business at Mingo, Iowa.

Mr. Bruder, of Johnson Creek, Wis., has sold his drug stock and moved to Mayville.

David W. May, of Columbia, Mo., has purchased the interest of his brother, G. E. May, in the drug firm of B. Wood May & Co., at Charles City, Ia.

H. M. Griffin has opened a drug store at Fort Dodge, Ia.

Dr. J. H. Thornton, of Lansing, Ia., has traded his building and drug stock to J. E. Hoff, at Waterloo, for a business block located at Jefferson, Ia.

Blair & Babcock are a new firm at Oskaloosa, Ia., having purchased the drug stock of Ross Loughrey, which has been in the hands of a receiver, John Williams.

Dr. D'Arms and Mr. Anderson have engaged in the drug business at Hector, Minn.

Geo. J. Schutz has sold his drug store in Appleton, Wis., to C. H. Haentze, of Butte, Mont.

H. A. Heater is planning to build a store and put in a stock of drugs at Maxwell, Ia., in the spring.

The Huegle Drug Company has been incorporated at Des Moines, Ia., with a capital stock of \$8,000. H. W. Huegle and A. C. Hall are incorporators.

## MISSOURI.

**Bowling League Organized.**

ST. LOUIS, Dec. 18.—The much-talked-of bowling league has been organized and is in active operation. They will meet every Thursday night at either the Acme or Grand Alleys. They are soliciting prizes from the wholesale houses and manufacturers, and with very satisfactory results.

The teams are named and line up as follows:

The Junipers.—L. A. Schoppe, captain; members, Brueggeman, Kopp, Funcke, Waldeck, Hagenow, Ude and Neuberger.

The Catnips.—W. A. Biltz, captain; members—Riley, Nay, Delkeskamp, Niernan, Christopher, Leucking and Noll.

The Burdocks.—H. H. Steussel, captain; Enderle, Thumser, Bausch, Schneider, Aszmann, Scherzinger and Willet.

The Mustards.—Wm. H. Kahre, captain; members—Nea, Rizey, Jost, Aurandez, Lips, Arold and Wittman.

All the members are conspicuously identified with the drug business, and by far the majority are drug clerks or proprietors.

## CITY NEWS.

E. R. Neil, the well-known druggist of Murphysboro, Ill., was in the city a few days ago buying goods.

Samuel Livingston, an old-time St. Louis drug clerk, has been appointed prescription clerk for Raboteau & Co., 714 West Broadway.

H. J. Tritschler, Ph.G., now holds the position of prescription clerk for Fahlen & Kleinschmidt, Fourth and Walnut streets.

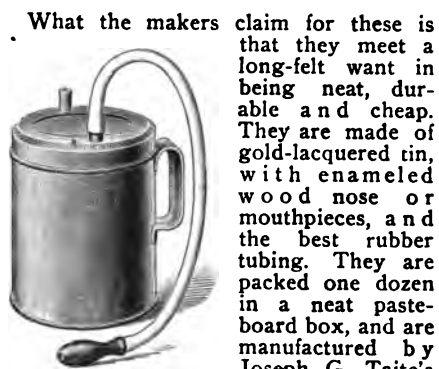
F. A. Faxon, of Kansas City, vice-president of the National Wholesale Druggists' Association, and C. F. Weller, president of this organization, have been visiting St. Louis, Louisville and Chicago. The free box and cartage problem has been the object of their trip. The wholesale druggists of their section are strenuously resisting the innovation of the St. Louis wholesalers in furnishing free boxes and cartage.

**Mr. Hockemeyer to Represent the Crown Perfumery Co.**

William A. Hockemeyer, who has been connected with the firm of Tarrant & Co. for the past ten years, will, on January 1st, assume charge of the New York office of the Crown Perfumery Co., of London, as general manager for the United States. Mr. Hockemeyer has acted as secretary to the president of Tarrant & Co., and has had charge of their advertising for several years, and his experience with this firm, whose high-grade perfumery is known all over the United States, will undoubtedly prove of great value in his new position. Mr. Hockemeyer belongs to the Commercial, the Algonquin, the Sphinx and the drug trade clubs, in all of which he is a popular and much-esteemed member. He has traveled nearly all over the United States, and is personally acquainted with the leaders in the drug trade, an acquaintance which will, no doubt, also prove useful. He is a man of striking appearance and charming manners, and has long borne the reputation of being one of the most affable and suave, as he is the tallest member of the drug trade in this city. He has a light and varied fancy, and a literary ability which has made his name widely known among advertising experts. We congratulate the Crown Perfumery Co. on their acquisition, as we feel certain that Mr. Hockemeyer will prove a very strong man in the position.

## CUT-RATE WAR IN DENVER.

DENVER, Dec. 16.—Nearly every drug store in Denver has hung out a sign announcing cut-rates. The cut is down to bed-rock, and has been made to meet the prices published in a display advertisement of the Hunter Drug Co. last Saturday. The Hunter people are endeavoring to enlist public sympathy on the score that they are being boycotted by the local drug trade. Chas. M. Ford, president of the Board of Control of the local Druggists' Association, takes a very gloomy view of the situation, and thinks that cut-prices will hereafter be the rule.

**Taite's Inhalers and Nasal Douches.**

Sons, Philadelphia, Pa.

**Fined for Infringing Castoria Trade-Marks.**

The Centaur Co. has been actively engaged in defending its rights in the matter of the trade-mark on Castoria, and George Buckler, of the Anacostia Drug Co., has recently been fined by Judge Cox in the Equity Court of the District of Columbia for violating an injunction granted some time since, in which the Anacostia Drug Co. were restrained from preparing and using a certain label in imitation of the one used by the Centaur Co. on Castoria.

Conrad Weis, the other member of the Anacostia Drug Co., was relieved of any responsibility for the infringement, the court holding that he had purged himself of contempt by showing that he withdrew from Buckler in the matter.

In disposing of the matter Judge Cox remarked that Buckler, after discontinuing the use of the label first complained of by the Centaur Co., prepared and used another, which latter one made it impossible for the general public to distinguish it from that used by the New York company, it appearing to the court that out of twelve features of the label used by the latter company the one last complained of contained all but two. Its use was therefore, said Judge Cox, a clear violation of the injunction granted by him, and also of the rights of the Centaur Co., and one which deceived the general purchasing public.

**Formaldehyde Disinfection.**

We again invite the attention of the trade to the advertisement of the Sanitary Construction Co., of 56 Pine street, New York. The formaldehyde generator manufactured by this house seems to have given very general satisfaction, and it ought to be an article which druggists might handle to advantage.

## GOVERNMENT GUARANTEES WHISKY.

Uncle Sam now guarantees the whisky which is bottled under his supervision. He puts his internal revenue stamp over the cork and capsule of well-known brands, which are bottled at the distilleries, thus guaranteeing the proper age and absolute purity of the whisky so stamped. This stamp is about seven inches long and one inch wide. It is white, with an engraved background in green, the lettering on the stamp being white and red.

But there is still another precaution. The whisky bottled under the new law must be put up in wooden cases, and on one side of each case a duplicate of the Government's guarantee of the bottling must be burned into the wood. Besides this, the case must have a stamp bearing the signature of the collector, the distributor, the storekeeper and the gauger. A penalty is provided for misrepresenting the quality of the liquors contained in each bottle or case. Severe penalties are provided for using the stamp more than once and for counterfeiting stamps.

Whisky bottled in bond with this internal revenue stamp over the cork and capsule cannot be tampered with, since the bottle cannot be opened without breaking the internal revenue stamp, and for a dealer to do this and tamper with the contents is an offense, subject to a fine of not more than \$1,000 and to imprisonment for not more than two years. The law is a severe blow to the men who make ten-year-old whisky out of alcohol and a few essences. The new law meets with the approval of all reputable dealers. It is the most perfect guarantee that consumers have yet had for any purchasable article. There is no food product, nor any medicinal article that can thus come directly under the supervision of the Government.

Consumers should, therefore, only buy whisky which is bottled under Government supervision and which bears this internal revenue stamp as a proof of this fact. The stamp is the Government's guarantee of the contents of every bottle, both as to age and purity. Consumers should buy no other.

**Assayed Drugs.**

The assayed powders for percolation made by Gilpin, Langdon & Co., of Baltimore, have long been recognized as of the utmost value to pharmacists who pretend to any degree of precision in the dispensing of prescriptions. The advertisement of this house will be found on the front cover of the present issue.

**Imported Dentifrice.**

An advertisement which seems to attract very general attention is that of the Benedictins Dentifrice, of 464 Broome street, New York. The goods made by this concern, we are told, are from a formula of great antiquity. The goods themselves are advertised as not alone a dentifrice, but as a tooth preservative. The concern is doing a good deal of vigorous advertising through the magazines, and it is quite evident that a strong and popular demand is being created. Druggists will undoubtedly have many calls for the goods, and should be prepared to supply them.



### AMONG THE TRAVELING SALESMEN.



S. W. WRIGHT,

Southwestern Representative of the Searle & Hereth Co., Chicago.

S. W. Wright, who visits the jobbing trade south and southwest of Chicago, and has general supervision over the other men in that territory, for the Searle & Hereth Co., began his connection with the drug trade in 1880 when but a boy, where he took a position in the retail store in Plattsburg, Mo. After staying with them about four years, he took a position on the road for George Lorenz & Co., Toledo, Ohio. He traveled quite extensively over all the central part of the United States for this firm, until the time when he accepted a position with the Searle & Hereth Co., about five years ago. He began his experience with his present firm by visiting the retail trade, and doing detail work in central Illinois and afterwards in Missouri. A little over two years ago the Searle & Hereth Co. placed him in charge of the territory mentioned above. He enjoys the confidence and esteem of his house, and is very popular with the trade.

#### F. L. Wier Kills Himself.

Fred L. Wier, widely known in New York and New England States as a traveling salesman for McKesson & Robbins, committed suicide on Sunday morning, December 19th, by cutting his throat with a razor in a room in the Hotel Manhattan, Madison avenue and Forty-second street, where he was temporarily staying. He had been in the city for nearly a week posting himself on prices and plans for the new year. He was complaining of being out of sorts and feeling despondent, and Charles F. Scott, of Denver, Col., who is the Western salesman for McKesson & Robbins, passed Saturday evening in his company.

Saturday evening the two men went to the theatre, returning to the hotel shortly before midnight. They sat talking in the corridor for about an hour, and then retired, leaving a "call order" at the office for 9.30 a. m., and agreeing that the first man up should call at the other's room. Just before 10 o'clock, Sunday morning, Mr. Scott knocked at the door of Mr. Wier's room. A passing chambermaid, when he had knocked half a dozen times, tried her pass key and found the door locked from the inside.

From an adjoining room Mr. Scott reached the fire escape outside, and saw the disrobed body of his friend, with a ghastly gash in the throat, lying on the floor against the window. Manager Patch of the hotel was summoned, and he noti-

fied the Coroner's office and the police, after Dr. R. J. Carlisle had seen the body and declared Mr. Wier had been dead several hours. No letter of explanation was found in the room.

Mr. Wier was about forty years old, and had been with McKesson & Robbins since he was nineteen. He leaves a wife, in Chelsea, Mass. Superintendent Charles E. Cornell of the firm was unable to assign any cause for the suicide. Mr. Wier had but recently signed a new contract with the firm, and so far as is known had no business troubles.

Mr. Scott believes he had long contemplated suicide. He once asked a doctor friend to show him where a cut in the throat would cause death, and how much morphine would put a man to sleep forever.

#### Personal Notes of the Travelers.

A number of changes take place among the traveling fraternity of the State the coming year. L. E. Treat and George Royce both retire from the road, and a number of representatives have changed houses.

Wayte A. Raymond, who has been carrying the Tarrant sundries through New York State and Massachusetts, has given up sundries and will go out on January 1st for Martin & Bowne, the new brush concern.

S. D. Wadham, who has been doing detail work for Wm. R. Warner Co. for a number of years, will take up Brooklyn and visit the retail drug trade in place of C. T. Due, who takes Mr. Wadham's place on the road as detail man and salesman.

John G. Patton, who has been doing detail work for the past two years from the New York office of the Malt-Nutrine department of the Anheuser-Busch Brewing Association, has been placed in charge of the New York office, and will look after the wholesale trade in Boston, Philadelphia and Baltimore, as well as in New York City. Mr. Patton is very well and favorably known to the trade, and will no doubt prove of much value to his house in his new capacity.

L. A. McGraw, formerly with Tarrant & Co., will hereafter represent A. W. Balch & Co., 84 Front street, New York, importers and dealers in wines and liquors for the drug trade. Mr. McGraw is receiving the congratulations of his numerous friends in the trade, as the exchange is a good one, Balch & Co., being one of the oldest houses in the trade.

J. H. Clark takes L. A. McGraw's place with Tarrant & Co., New York, his engagement dating from the first of the year. He is well-known to the trade as the former representative of Alfred Wright, Rochester.

M. R. Mandelbaum, than whom no traveling salesman is more popular among the alumni of the New York College of Pharmacy, has taken a position with the Wm. S. Merrell Chemical Company, of Cincinnati, and will be attached to the New York office, 96 Maiden lane, calling on the local trade. The firm could not have made a better selection, if popularity is any evidence of success in drummerdom.

B. C. Foster, who for many years has visited the drug and druggists' sundry trade, representing among others C. J. Bailey and the Rubber Specialty Co., has just made connection with the Goodyear Vulcanite Co., and will visit the entire trade with the handsome and attractive line of combs and sundries which the Goodyear Vulcanite Co. manufacture.

The jobbing drug trade for the past week has been light in Utica. Mr. Antram, of Lazell, Dalley & Co., has been there, and is a very busy man in the endeavor to see all his trade in the few days that are left for the sale of holiday goods. The perfume trade is good, judging from the numerous orders Mr. Antram has taken.

#### THE B. C. T. DINNER.

The annual dinner of the Brotherhood of Commercial Travelers will be held at the Hotel Marlborough, New York, on Tuesday evening, December 28th. President A. D. McMullen is making elaborate preparations for the event, and there is every promise that the celebration will be even more successful than its predecessors.

Burr Spencer, who travels for Plimpton, Cowan & Co., Buffalo, has gone to New York, as usual for the holidays.

**BUFFALO.** This is his usual Christmas journey, and he always takes his family with him, which shows pretty conclusively that he is an exemplary citizen, as well as a good salesman.

Mr. Willsey, who represents the Albany Chemical Company, has just paid Buffalo a visit. He has covered this district in the same employ for several years, and is very popular with the trade here.

Dr. Burdick was in Buffalo last week in the interest of the Keasbey & Mattison Company, of Ambler, Pa. He is just as wide-awake and jolly as ever and people like to see him.

D. M. Wright, who sells chemicals for Billings, Clapp & Co., of Boston, and has been so long with the house that he needs no introduction anywhere, has just finished his Buffalo round and gone to other fields.

George H. Macy, who comes as the representative of Dodge & Olcott, the new York essential oil house, is new to the trade here. He has taken the place of Mr. Pond, who is now in charge of the Philadelphia house of the firm.

The New York India Rubber Comb Company was represented here this week by H. E. Morton, who has made a fine impression on the trade, considering the rather short time he has been with the house and in the business. He will be welcome next time.

The Imperial Toilet Company of New York has had the acuteness to send a taking young woman on the road for them, and she has just done the Buffalo trade very brown. The proprietors, retailers as well as wholesalers, have been so busy being polite to her that they failed to learn her name.



F. H. Estelle, representing Jno. Wyeth & Bro., of Philadelphia, is making a protracted stay in Buffalo.

Geo. Royce, of F. R. Arnold & Co., the coming drug broker in New York, is making his farewell call. His many friends in Buffalo and throughout the entire State wish him success in his new undertaking.

F. P. Hinkson, of Lehn & Fink, has been calling on Buffalo trade the past two weeks.

Dr. Burdick, of Keasby & Mattison; Mr. Sutton, of Burrows Bros.; Dave Wright, the genial representative of Billings, Clapp & Co., and John Clements, who never loses a trick, is doing the city in the interests of Leggett & Bro.

The traveling staff for 1896 of John M. Maris & Co., Philadelphia and New York, will consist of George M. Smyth, the celebrated professor, and authority on paleozoic flora; H. C. Chambers, Beau Brummel and star salesman; W. E. Neville and Charles Kain. They will leave for the early trip some time in February.

Smith, Kline & French Company has a large force of traveling men, and it is more than probable that it will be increased this year. Thomas Kennedy is the star man of the house; besides him, the other Philadelphia salesmen are James Whitecer, Daniel Harris, Theodore Drake, Thomas Neal, Charles Roberts, George Miller, Mr. Dorsey, Albert Hart, Mr. Lewis. The near-by country salesmen are G. P. Raser, Albert Hartzell, Mr. Kilgus, Mr. de Leon, Robert Gilchrist, Mr. Donnell, D. Horn, Jacob Miller and Mr. Bradenbough.

Rudolph Wirth, of Fougere & Co., of New York, is looking up his customers in this city.

Charles M. Edwards, the representative of Gilpin, Langdon & Co., of Baltimore, has returned from a successful trip through Pennsylvania and the Western part of New York.

William McDaniels, of Keasby & Mattison, who has been in the Medico-Chirurgical Hospital undergoing an operation, has been cured and is now looking after his customers.

Miss May Gerson, who for a long time has represented Beeman's Chewing Gum, and who is one of the best-known traveling agents in the country, is soon to give up her life on the road and settle down to her new home in Colorado. Miss Gerson is to be married on December 29th at the Continental Hotel, this city, and the prospective husband, E. R. Arsinger, is one of the kings of the West. Everybody wishes this hustling young lady success in her new venture, and it is hoped she will be as successful in the future as in the past.

Messrs. Church and Schmidt, representing Fairchild Brothers & Foster, have been here for several weeks doing detail work.

#### OHIO.

Peter R. Lance, the veteran salesman for the William R. Warner Company, was in Cincinnati during the past week.

J. E. Rennie, representing Eberhard Faber, the New York pencil manufacturer, called on Cincinnati customers recently.

E. J. George, the Ohio representative for the Davol Rubber Company, mingled with Queen City customers last week.

That sterling hustler, G. W. Corning, representing Parker, Stearns & Sutton, mingled with the traveling push last week.

That prince of good fellows, C. W. Grant, the brush salesman in the employ of O. Dennin & Sons, was a recent visitor in Cincinnati.

W. McD. Saurwalt, representing the Consolidated Card Company, called on the local trade during the first part of the present week.

F. C. Atkins, the clever New York commission merchant, paid Cincinnati a visit recently and took some nice orders for spring delivery for the various concerns which he represents.

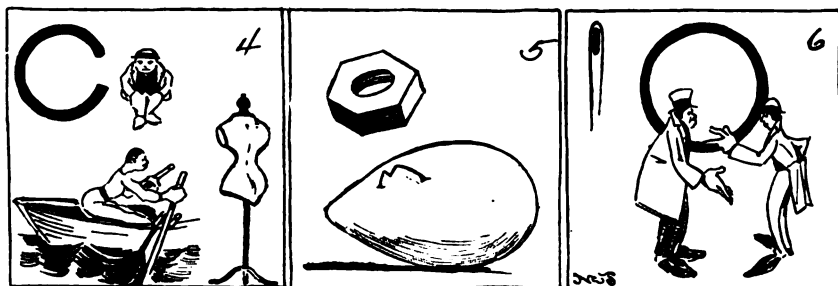
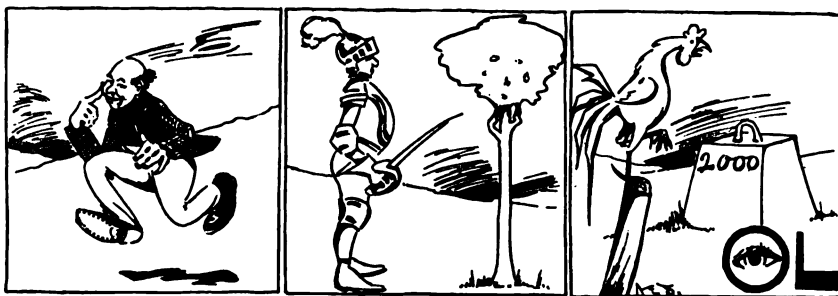
C. H. Jennings has been engaged by the Meyer Bros. Drug Co. to represent them in Northern Missouri. He is an old-time knight of the grip.

Peter Lance, the "Depew Profile," as the boys call him, is stirring up business for Wm. R. Warner & Co., of Philadelphia, in this territory.



### NAME THESE DRUGS.

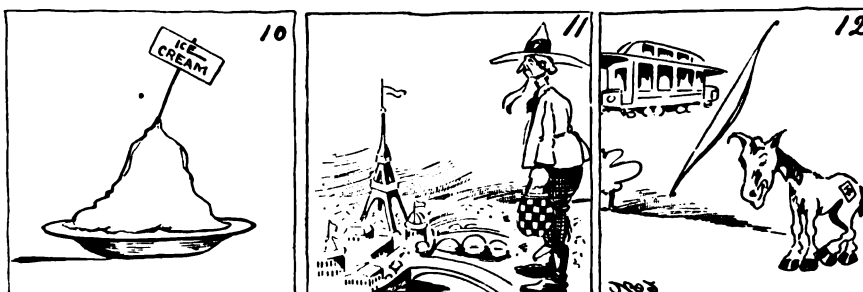
I.



III.



IV.



Many subscribers have delayed competing for the puzzle picture prizes until the complete series of pictures were printed. They now have their opportunity in the above reproduction of the entire second series. Each of the pictures represents a drug or chemical, and prizes of books to the value of \$5, \$3 and \$1 are offered for the best solutions. The first prize will be awarded to the subscriber who sends in the best solutions of the four sets of picture puzzles in the shortest time. The second and third prizes will be awarded to those who are rated next in order with regard to accuracy, ingenuity and promptness.



## Review of the Wholesale Drug Market.

NEW YORK, DECEMBER 23, 1897.

*It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.*

### Condition of Trade.

THE season of stock-taking and the usual lightening up of stocks have contributed to a dull market. The demand comes mostly from interior points, and for quantities not in excess of jobbing lots. There is a fair volume of business passing in toilet articles and similar seasonable goods, but purchasers are reserved in their bids, and there is almost a total lack of buying for speculative account. Opium has not been wanted to any extent of late, and values are easier. Quinine has been reduced by American manufacturers to correspond with a decline in the foreign market. There is some talk in the trade of a cut in the price of staple lines of plasters and antiseptic goods. It is freely intimated that some of the leading manufacturers are tired of losing small orders on account of staples being offered at a cut from the established price, and they have decided, it is said, to meet all competition on staples and to show that they can stand a cut better than the smaller houses. The probabilities are that at first the cut will be carried on under cover and without any great flourish of trumpets; men on the inside believe that the cut will become not only general, but very deep. An advance in the price of flint glass bottles is anticipated as a result of the recent consolidation of manufacturers. Nearly all the flint bottle factories of the country, with the exception of some of the Eastern works, have consolidated and a rearrangement of the schedule of discounts has been determined upon. The revised schedule will establish higher prices.

### DRUGS.

*Alcohol* has shown no change during the interval. The demand is a trifle irregular, and values are slightly easier, though the quotation remains at \$2.26 for round lots. Alcoholene and wood alcohol are without feature of interest.

*Arnica Flowers* offer freely, though the range of the market has not changed and a fair demand is experienced, with sales upon the basis of 6½c. to 7c.

*Buchu Leaves*, short and long, continue in fair jobbing demand, with sales within the range of 18c. to 20c.

*Caffeine* reflects the influence of competition among manufacturers, and bulk

is offered with more freedom, though we hear of no sales below ¾.

*Cocaine Muriate* has shown no variation since our last and \$3 to \$3.20 is yet quoted firmly on contract lots, with 20c. asked for small bulk.

*Cod Liver Oil*, Norwegian, is in slightly improved position due to a better demand, but values as last quoted, or say, \$23 to \$26 as to brand.

*Cubeb Berries*, XX, have been in demand, and we hear of some large sales of stemless at 9c., though the closing quotation was 10c. and upward; common and ordinary quoted at 6c. to 8c.

*Hypophosphite Preparations* are weaker, and price quotations have been revised to a lower range, or say, \$1.02½ to \$1.05.

*Juniper Berries* are selling fairly within the range of 2½c. to 2½c. Lycopodium is lower, in view of slackened demand, and we quote 30c. to 32c. for Politz.

*Lithia Salts* have advanced, owing to appreciation in the foreign markets. Values here are still somewhat unsettled with a range of \$3.20 to \$3.32½ quoted nominal.

*Opium* has declined in the interval, and is in weaker position, though holders evince no disposition to urge sales by further price concessions. The demand is confined almost wholly to broken packages, and the single case lots offered at \$2.80 found few purchasers. A few sales of twenty-five pound-lots were at \$2.80, and the tendency during the fortnight has been in buyers' favor.

*Quinine* of domestic make is 2c. lower, American manufacturers meeting the cut in price of foreign makes by announcing a reduction in the domestic article. While P. & W. is quoted at 28c. for 100-ounce tins, other domestic manufacturers, including N. Y. Q., are accepting orders at 26c. A few outside lots may yet be picked up at a shade lower than these quotations, or say, 25½c.

*Vanillin* has dropped a notch or two, and sales have been made recently at \$1.10.

### DYESTUFFS.

*Aniline Salt* continues rather slow of sale, and values are a shade weaker, with 13½c. to 14c. now quoted; oil held at 13c. to 14c.

*Gambier* has sold well during the interval, some important sales in a quantity way having taken place since our last at a shade below our quotations.

Trade in other dyestuffs is not of an active character, business being limited for the most part to small lots.

### CHEMICALS.

*Acetic Acid* has sold actively during the interval, and commercial No. 8 has been shaded in some instances, sales coming to the surface at \$1.35, when the established quotation is \$1.50. C. P. held at 15@20c.

*Arsenic* shows a hardening tendency. Sales of Saxon have been at 8c., though a few sales have gone through at 7½c.

*Glauber Salt* has weakened a trifle in the interval, owing to competition, and sales of large lots were made at 65c. and lower.

*Muriatic Acid* has been advanced and is held firm at 90c. for 18 degrees in car-load lots.

*Sulphuric Acid* is higher from the manufacturers, who offer with reserve; 66 degree acid is quoted at .90 to 1½c. Chamber acid is scarce and quoted \$8.50 to \$12.

### ESSENTIAL OILS.

*Anise* has been weak and unsettled, with values lower in the face of freer offerings and limited demand; sales at \$1.70 to \$1.75 as to quantity.

*Cassia* is maintained steadily at \$1.30 to \$1.60, with only a limited demand experienced.

*Cubeb* is meeting with fair inquiry at the range of 80c. to 85c.

*Lemon Grass* has sold in some instances at \$2, though \$1.75 is the common quotation.

*Peppermint* has developed no new feature of interest. The demand does not rise above jobbing proportions, but prices are very evenly sustained at our quotations.

### GUMS.

The demand for druggists' gums continues very slack, and the trend of values is generally in buyer's favor, though no definite price changes are announced.

*Asafetida* has been inquired for, and sales of the better grades have been numerous. The quoted range for good prime remains 19c. to 21c.

*Arabic*, sorts, are somewhat neglected at the moment, but the market is steady at 17c. to 18c.

*Camphor* prices have been revised since our last, and an easier feeling prevails. City refiners have twice reduced their prices during the interval, and barrels and cases are quoted at 35½c. to 36c. respectively.

*Guaiaac* is meeting with about the usual inquiry, and values are steady, with sales at 12c. to 15c.

*Kino* is offered sparingly in the face of the small stock, with \$2.40 to \$3 generally asked.

### ROOTS.

*Althea* is in improved demand, but prices are quotably unchanged; sales at 13c. to 15c.

*Calamus* has appreciated in value for both varieties; ordinary now held at 8c. to 9c., and bleached at 29c. to 30c.

*Ipecac* has strengthened materially since our last, and nothing offers below \$1.75 to \$2, as to quality and quantity; the jobbing requirements at the moment are limited.

*Senega* has eased off a trifle and moderate quantities can be purchased in this market at 25c.











2 gal  
\$56 +



3 2044 097 068 522